

HIGH POINT





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J. A. Eschelman

High Point North Carolina



By J. J. FARRISS
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F. N. TATE
Mayor City of High Point

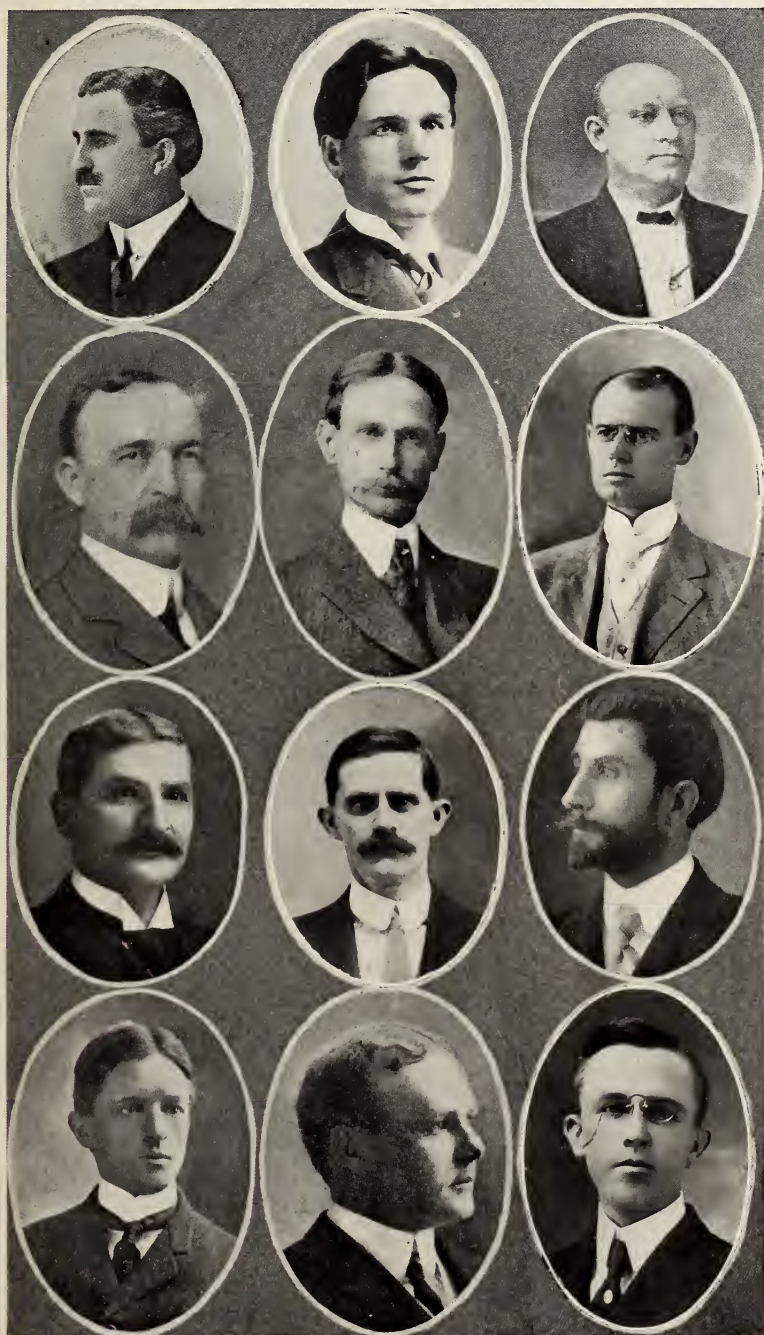


CITY COUNCIL

J. W. Sechrest
H. A. Millis
J. H. Vestal

Dred Peacock
Mayor F. N. Tate
E. A. Younts

C. C. Muse
A. Sherrod
S. H. Hilliard



BOARD OF GOVERNORS MANUFACTURES CLUB

F. N. Tate
J. Elwood Cox
J. W. Harris
R. H. Wheeler

J. J. FARRISS, President
T. D. Gilliam
J. J. Farriss
J. H. Dobbs
C. F. Tomlinson

W. G. Shipman
J. E. Marsh
A. E. Tate
R. B. Terry

High Point's Industries

High Point Has Sixty-Eight Factories and Mills, Complete
List of Which is Given Below

Alma Furniture Company	High Point Paint Works.
Barnes Manufacturing Co.	High Point Art. Glass & Dec. Co.
Beeson Wood Working Co.	High Point Safe & Table Co.
Central Foundry & M. Wks.	Hayworth Roll and Panel Co.
J. Elwood Cox, Shuttle Blocks	Hill Veneer Company
Columba Furniture Company	O. A. Kirkman Mfg. Co.
Continental Furniture Co.	Kearns Furniture Co.
Dalton Furniture Company	Kearns Upholstering Co.
Dixie Milling Company	Kearns-Brannon Bedding Co.
Durham Hosiery Mills No. 3	Kitchen Cabinet and Table Co.
Electric Milling Company	Lindsay Table Co.
F. Ecker, Mirror Plates	Myrtle Desk Co.
Ellison Mantel and Table Co.	Marsh Furniture Co.
Enterprise Printing Co.	N. C. Wheel Company
Giant Furniture Co.	N. C. Public Service Co.
Glenola Brick Company	Parker Paper & Twine Co.
Globe Home Furniture Co.	Peerless Machine Co.
Globe Parlor Furniture Co.	Pittsburg Plate Glass Co.
High Point Veneer & Panel Co.	Piedmont Mills
High Point Motor Company	Pickett Cotton Mills
High Point Brick Co.	Rankin Coffin and Casket Co.
High Point Bed Spring Co.	Southern Mirror Company
High Point Casket Co.	Southern Chair Co.
High Point Furniture Co.	Southern Car Co.
High Point Hosiery Mills	Southern Novelty Works.
High Point Ice and Fuel Co.	Snow Lumber Co.
High Point Metallic Bed Co.	Shipman Organ Co.
High Point Milling Co.	Standard Mirror Co.
High Point Overall Co.	Stehli & Co., Silk Mills
High Point Pants Co.	Southern Machine Works
High Point Show Case Works.	Tate Furniture Co.
High Point Hardwood Lumber Company.	Tomlinson Chair Mfg Co. 2
High Point Manufacturing Co.	Union Furniture Co.
	Welch Furniture Co.

Historical



THE mission of this book is to give a brief history of one of the best and most prosperous cities in the South. A city that has come out of the new order of things during the past 25 years with a record that is at once the admiration of all who believe in progress and development. The reader no doubt will find here the best that obtains in the building of a city as he follows closely the history of each individual enterprise and especially interesting the career of the men who have aided in the work. With an originality and foresight far in advance of the citizens of most Southern cities, they have builded well, not spasmodically, but with plans well laid out, the result of mature deliberation.

That High Point is one among the best known towns in the South is not questioned and it is becoming better known every year. This is largely due to the fact that the number of factories which turn out varied manufactured products is larger than that of any other Southern town and these goods are sent to the four quarters of the globe. From a small beginning a few years ago the town has grown to be a manufacturing center on which the eyes of the world are now turned. It is no longer a question of building a city, but only as to how large we are to make the city. Every year shows an increase not only in the number of plants and a corresponding increase in all other lines, but the interests are becoming more varied which strengthens the basic principles on which the town is conducting its work. It is the mission of this book to follow in detail the work which has been accomplished by the people from year to year. That their record will compare most favorably with that of any other American town we are confident.

Less than 21 years ago there was not a factory in High Point of any size. Its business consisted of the same lines of trade that characterized other Southern towns. There was a small cotton factory, a tobacco factory, and one or two wood-working plants. They did the average business of similar enterprises and sold the output either to one firm North or retailed it in nearby markets. Most

of these plants, however, were successful and from this success came the desire for more manufacturing.

The first furniture factory was built in 1892. It had only been in operation a year or so when some of the men who started the business erected another plant. A third followed the next year. Then there were two, three, four, all in the space of five years, and at the beginning of the seventh year after the inauguration of the first furniture factory the city had ten. The citizens of the town, old and young, believed thoroughly in manufacturing and put their small savings in new enterprises. In this way High Point has been built—little by little and by united action on a policy in which all believed. High Point differs from most Southern manufacturing towns on this one point—her people did not wait for outside capital to come, which is demonstrated by some of the large plants in other communities and controlled by only one or two men. But her citizens erected new factories with their own money, large or small, as fast as they could make it, turning it back into new enterprises, enlarging the smaller plants. Some of these plants have as many as 50 stockholders and the man who was of moderate means in the beginning was largely represented. So thoroughly was the manufacturing business instilled into the



ONE OF HIGH POINT'S PRETTY STREETS

people that the highest ambition of the young man was to save enough money to put it into a factory. Many of these young men are among our most successful men.

Twenty years ago the Southerner made a distinction between the work of the head and the work of the hand. He was not to blame. The distinction had been made for him. His brothers who learned the lesson first that both kinds of work were honorable—the one as much as the other—deserves the more credit. High Point was the pioneer in this reformation and her people have reaped handsome rewards from it. Thus endowed with a common sense, energetic spirit, truly American, such citizenship has drawn to it many recruits.

One of the strongest points in the character of the town is its cosmopolitan spirit. It is free from any sentiment that sometimes acts as a barrier to progress, giving the "cold shoulder" to newcomers who do not think exactly like their new acquaintances. This spirit when carried to excess has held back the progress of some towns for half a century. It is a sentiment unjust and unfair.

High Point has always given the glad hand to newcomers and never questions their religious belief or political affiliations. This seems a little thing on first thought, but it goes for much in the up-



MAIN STREET, LOOKING SOUTH

building of every community. An American likes to be free and unhampered in these things and if he is made of the right kind of sand he will not lend his presence to a community that does not permit freedom of thought and action within the bounds of good citizenship.

The spirit of welcome that pervades the community together with its other advantages has brought about an unprecedented growth. The stranger is not long a stranger here. He is made to feel at home and given opportunities in business not offered in other towns in the South. During the past few years there has been a great influx of population and the census of 1910 showing a population of 10,000. In 1890 there were 2,200 people in High Point according to official figures. In 1900 there were about 5,000. The town has reached that position among the smaller cities where its growth will be much more rapid in the future than it has been in the past. There are in operation in the city 67 manufacturing enterprises, and the indications are that this number will reach 100 in 1913. But without this addition of new plants, the natural increase in the capacity of those already in operation will



WHEELER SPRING, AT CITY PARK

bring about the realization of all that the most sanguine could expect.

Since High Point is known as a furniture market, the largest in the South, we should speak of its peculiar advantages. So varied is the style of furniture manufactured that dealers find it convenient and profitable to buy here. This is true, both for large and small orders. Here the small retailer may place in one car all kinds of furniture needed in his store, at a large saving in freight charges. On the other hand, the large buyers of specific kinds may fill cars of any article his taste or needs may suggest. And, best of all, he can secure the goods at lower rates than from other factory towns and as first class goods in every respect, of the grade manufactured. Dealers have found this an important item.

While the furniture industry is large we would not leave the impression that there are not other great interests here. In a manner the manufacturing interests of the town are diversified. In the wood-working business alone almost every line of goods is made and many of the factories make a specialty of one line. Among other articles manufactured in High Point are overalls, hosiery,

silk, glass, tobacco, pants, wheels, electric cars, paints, engines, bed springs, cotton goods, yarns, iron beds, roller flour, buggies, show cases, and numerous other goods which find a ready sale. High Point has more diversified manufacturing plants than any other Southern city. The town already leads largely in furniture and other wood-working plants.

Those who come South to engage in the manufacturing business first ask about the labor problem. There is no problem here. Labor as a rule receives a just return for services rendered and as a rule it may be said that there is no unrest or uneasy feeling among either the employer or employee. The aggregate amount of wages received by an operative is not so large as in Michigan, but the net profit that accrues to the laborer is equally as much if not more. In the colder climate the difference in wages goes for heavier and warmer clothing, coal bills, rents and other things not required in a warmer climate. In Michigan the workman burns coal seven to nine months in the year, the clothing for his children is more expensive and other expenses in proportion. It has been demonstrated



THE LAKE, AT CITY PARK

and admitted by a special committee of manufacturers from other states, who spent several weeks in this section getting statistics on labor, that the workman in High Point who was receiving \$1.75 and \$2.00 a day for his labor was better paid than the artisan in Michigan who was receiving \$3.50 and \$4.00 a day.

Skilled Labor is as Well Paid Here as Anywhere

There has been very little interference with labor. This in a measure would destroy to a large extent that condition which at present operates so successfully for the mutual advantage of manufacturer and employee. There is a good feeling existing between the employer and employee. Contrasted with the position and conditions of the workingman under other conditions the workmen of High Point have everything in their favor. With the latter is a growing prosperity and an ever opening opportunity that the working men under the control of others in the cities have not. There is a condition among the workingmen of High Point seldom found in any other community. Many of the operatives in the factories own their homes. The way was provided through local building



LINDSAY STREET, LOOKING SOUTH

and loan associations and every one is encouraged to buy a home and pay for it through one of the numerous associations which are kept up in the community. This is done by monthly payments and it costs very little more than the house would rent for. Every seven years a large number of working men become owners of homes as it takes only 82 months for one of these associations to pay out. It has been said that a larger proportion of workingmen in High Point own their homes than in any community in the South. It has all come about by the co-operation of the employer and employee referred to above.

We have given a few of the reasons for growth held by the manufacturers and most of the workingmen of the town. As it now appears, High Point is solving, or has solved a great problem in its own way, and there is no reason to believe that the old era of prosperity both for employer and employee shall pass away.

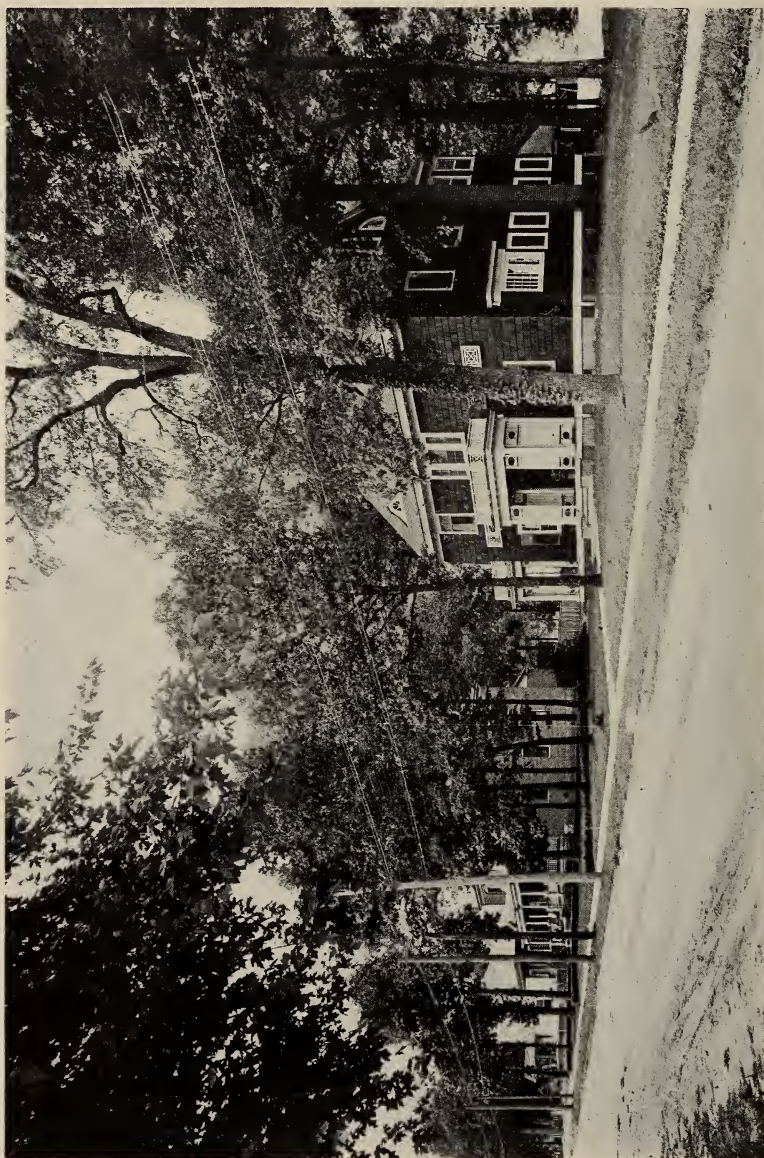


RESIDENCE OF W. T. PARKER

The common interest of both and the unusual conditions which exist here, must forever forbid any complications which would be mutually destructive.

Within the last few years many fine stores have been added to the already long list. With the growth of the town the necessity has been met for keeping as fine goods as may be found in any town of its size in the State. Today the purchaser of almost any line can find what he wants in High Point. In 1912 more modern stores were erected than any time previous, giving the business part of the city a metropolitan air.

During the past few years High Point has become a wholesale center. There are a number of wholesale merchants who give their exclusive time to the business and their trade extends over the greater part of Western North Carolina. Many of the wholesale houses have traveling salesmen. This line of business in High



LINDSAY STREET, LOOKING SOUTH

Point has increased very satisfactorily from year to year. Already there is one branch railroad that extends 70 miles into the interior.

It is a significant fact that the wholesale business in the South has increased at an astounding rate since 1900, and there is no reason why these large establishments should not be maintained. Up to a few months ago the discrimination in freight rates was a drawback, but an adjustment of this matter is now only a matter of a short time. High Point encourages wholesale houses.

An index to the enormous business done in High Point in the manufacturing business can be found by a reference to the railroad business done at this station. The amount of freight tonnage to and from High Point annually, is something enormous.

The forests of this and other States have been brought under tribute to supply the millions of feet of hard and soft lumber. It is not too low an estimate to say that the annual freight bill of High Point has gone beyond \$1,500,000. Thousands of cars have been necessary to meet the demands of the factories to convey their output to every part of this country. Year after year the



RESIDENCE OF W. P. RAGAN

tonnage has increased. Within the last few years the increase in this particular has been over two thousand per cent. This may be taken as a fair indication of the steady commercial growth of the town within that time. The value of this to the town is inestimable. To handle a large traffic the Southern Railway Company employs at the station 25 clerks and assistants and operators, two yard engines to facilitate the solid car load shipments from the factories. During the busy season this force as large as it is, is compelled to work from 18 to 20 hours in order to keep the tracks clear.

We have stated that the business of High Point is worth \$1,500,000 a year to the railroad. This is a conservative estimate. The receipts in cash are from \$2,000 to \$4,000 a day, but the greater amount of revenue goes to the road from the heavy shipments originating here and which is collected at the destination. The passenger service here is quite heavy and in 1907 the Southern Railway Company completed a handsome passenger station, a cut of which is produced in this book. It might be well to note in this connection that the Southern Railway has given every factory in

ENTRANCE TO ROLAUD PARK



High Point a side track where it was possible to do so. The interests of the Southern Railway Company at High Point are in the hands of Mr. S. O. Schaub, who is one of the most competent railroad men in the South and an officer who is well liked by the citizens and the company by whom he is employed.

TWO NEW ROADS

There are two other roads planned to come into the city within a few months. The Randolph & Cumberland, extending from Cameron to Elkin, through High Point and Winston, connecting with the Norfolk & Western at Winston and the Seaboard Air Line at Cameron. This road is being promoted by A. E. Tate of High Point, and others, and over \$400,000 has already been voted to aid in building it.

Another new road will be built by W. N. Coler & Co., from High Point to Denton and on to Southmount, connecting with the Southbound at that point and with the Norfolk-Southern at Troy. One of these roads will be completed in a very short time.

As may be seen by reference to other pages of this book High Point has admirable banking facilities. It has now one National

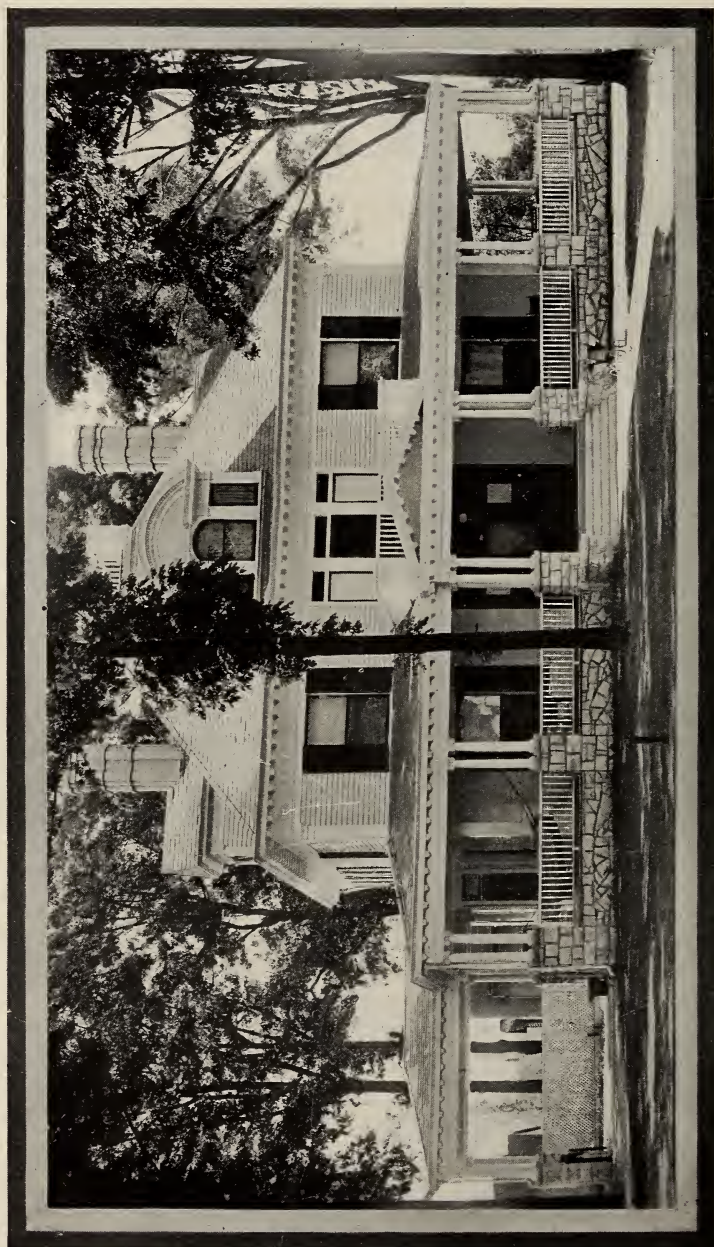


RESIDENCE OF FERD. ECKER

bank, two savings and trust companies and two State banks. Their growth has been commensurate with the growth of the town. They have contributed and still contribute as greatly toward the enlargement and progress of the city as any other one agency within its business circle. They are all regarded as safe institutions, having as officials and stockholders many of the leading capitalists of the community. The officials are known for their accommodating spirit. Any enterprise which has promise meets their full approval and hearty support.

While many larger towns are discussing the feasibility of municipal ownership the city of High Point has long ago settled that question in reference to its water and electric lights. The city is well lighted at moderate cost. The power is furnished by the large power plant of the North Carolina Public Service Company and the Southern Power Company.

The water is well filtered, the filtering plant being one of the best in the State. The reservoir is located within fifty acres of land, well protected from any sort of contamination. A stone dam strongly built and fitted with let-offs and other purifying apparatus,



RESIDENCE OF J. W. HARRIS

gives an abundant supply of the purest soft water. Steam pumps, located at the reservoir keep the picturesque tank, (which is 175 feet high, on steel piers, on the highest point within the city limits) filled with 150,000 gallons of water and the 15 miles of water mains hold 500,000 gallons more. This gives an abundant supply, and, as it yields a pressure of 60 pounds to the inch, capable of being reinforced by powerful steam pumps, it is considered an adequate protection in case of fire. Many fire stations, located at convenient portions of the city, has the effect of cheapening insurance rates. These latter will become more and more reasonable after certain contemplated improvements in the factory district are carried into effect. Municipal ownership of the water plant makes the price of water for the citizens as low as can be found in any town in the State and far lower than is had in most towns. This is an item not



RESIDENCE OF A. SHERROD

to be despised, it contributes not only to safety, but to beautifying the town, and makes the creation of beautiful lawns and flower gardens a possibility of which the citizens have not been slow to take advantage with the aid given by the Civic League.

Municipal ownership of water and sewerage systems are facts which unite with the comparatively nominal cost of taxation. At present this rate is \$1.33 1-3 on the \$100 property valuation, including school tax. Such a condition of things, existing in an up-to-date modern town in every particular, is not short of marvelous. The attention of home-seekers and investors naturally and speedily turns to such a thriving place where one may hold real estate and carry on business, without the feeling that he is being taxed to death. It also throws a side light on the high moral standing of the city government.



SOUTH MAIN STREET

The rate of taxation for schools is only 33 1-3 cents on the \$100. All other taxes for the city is \$1.00 on the \$100 valuation and \$2.00 on the poll.

High Point values its law against open saloons. This principle, incorporated years ago, in its charter, has wrought much for the people and the city. Money that would have been spent in saloons has been invested in factories or put into homes, with the assistance of the prosperous building and loan associations.

The total rate of taxation for the city is \$1.33 1-3 on the \$100 valuation. The assessed value of taxable property in the city of High Point for the year 1912 was \$4,000,000. The school property of the city includes four very handsome buildings and spacious lots.

There are four well equipped volunteer fire companies with apparatus valued at \$50,000. It is a matter of general comment that High Point is better equipped in public improvements and



RESIDENCE OF MAYOR F. N. TATE

schools than any town of 15,000 population in the South. Notwithstanding the fact that High Point has accomplished much, the work has only begun. The city has already miles of granolithic sidewalk, all alike which adds much to the beauty of the city. The streets in the business center are made of bitulithic and are admired by every stranger as well as the home people. There are other streets well laid with macadam and this work is being extended every year.

While High Point has been busy with internal affairs much time has been devoted to encourage others to become citizens of the town. So much impressed are the citizens that the community offers special advantages to people who desire to settle in this section of the country or change their location that they feel it a duty to emphasize the advantages of High Point. The work is being done all the time. A few years ago the Manufacturers' Club



RESIDENCE OF CAPT. A. M. RANKIN

was organized here and it has been instrumental in many ways in bringing into notice the advantages of the city and has come in touch with influences on the outside which have proven very beneficial to the community. It numbers among its membership some of the most prominent manufacturers, bankers and other business men in the city, who take an interest in its affairs. The value of such an organization to a community cannot be estimated.

In April, 1912, High Point Industrial Club was organized and bids fair to become one of the city's most useful organizations.

High Point has four excellent graded school buildings. The oldest and largest of these is located at the corner of East Greene



RESIDENCE OF H. A. WHITE

and South Main streets. It is built of brick and stone and is valued at \$40,000. The auditorium is capable of seating about 1,200 people.

This building is well heated by hot air. It is furnished throughout with the best of school furniture, maps, etc., and its blackboards are of the best slate. In addition to the usual school furniture, much attention has been paid to the decoration of the walls of the halls and recitation rooms with the portraits of distinguished and useful men. This is done with the belief that children are greatly assisted by such information.

Another fine building for graded school purposes was built in 1905. This is located North of the railroad on Elm street, from which it derives its name. It is built of brick and has a slate roof. One of the features of the building is that it is thoroughly well-



RESIDENCE OF A. E. TATE

lighted and well-heated. Hot air is also used in this building, as in the Main street school. The value of this new property is placed at \$25,000.

The third school building was completed in the summer of 1910 known as the Park Street School and cost about \$8,000. It is well equipped in every way and has a capacity of 300 pupils.

The fourth building, Third Ward School, was erected in 1911 at a cost of \$10,000.



RESIDENCE OF S. L. DAVIS

The High Point graded schools have a faculty of 37 expert teachers. They are recognized as occupying a high and useful place in the community. The curricula of the four schools include eleven grades. The Superintendent, Prof. Thornwell Haynes, is well equipped for the work under his direction.

The present school board is constituted as follows: J. Elwood Cox, chairman; A. E. Tate, treasurer; J. H. Petty, W. H. Ragan, Dr. J. R. Reitzel, A. B. Horney, J. J. Farriss, W. P. Ragan, C. F. Tomlinson, Dr. W. J. McAnnally, Dr. Wm. Hayes and Lee A. Briles.



MANUFACTURERS CLUB.

The Manufacturers Club was organized in 1891 and it has done much for the community. It is recognized as one of the greatest factors for the upbuilding of the city. During the eleven years of its existence it has fostered and encouraged many new enterprises, looked closely after matters locally in which the business men are concerned, encouraged new comers as well as advertising the town, setting forth its many advantages to those in other States. The membership is about 100, among whom are included some of the leading business men of the community who take a great deal of interest in its affairs—in fact it is a source of pride to these men who have given it their time and attention from the time of their connection with it.

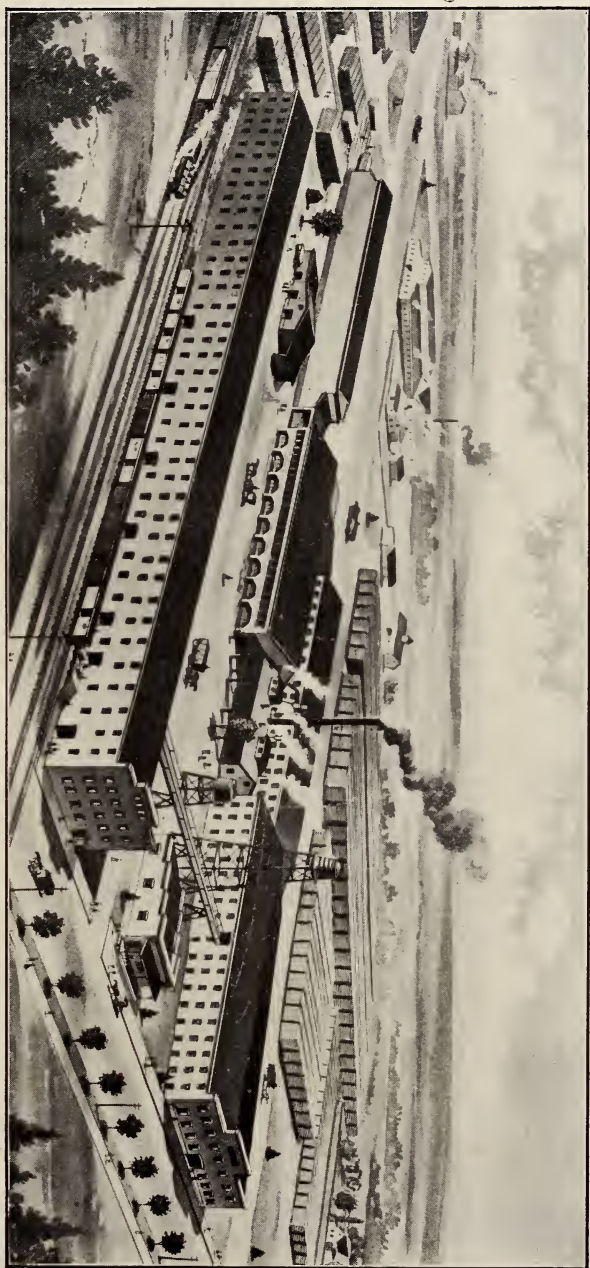
Some of the most notable occasions in the history of the town have been under the auspices of the Manufacturers' Club. The annual banquets have become national functions, many times having as its guests some of the most notable men of the nation as well as ministers from foreign countries. These banquets have served to emphasize the remarkable record of the town has made in business.

The club is managed by a Board of Governors composed of twelve members of the organization. Those composing the board now are: J. J. Farriss, A. E. Tate, C. F. Tomlinson, J. Elwood Cox,, F. N. Tate, J. E. Marsh, J. W. Harris, R. H. Wheeler, W. G. Shipman, Thos. Gilliam, Dr. F. E. Perkins and J. H. Dobbs.

While the value of this organization has been incalculable to the community the work that it has before it will even surpass that of former years.



ONE OF THE FINE SUBURBAN ROADS

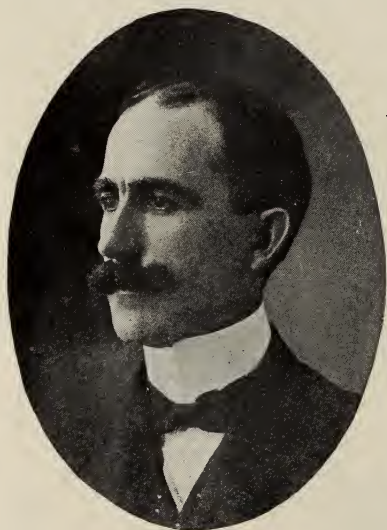


PLANT OF TATE FURNITURE COMPANY

THE TATE FURNITURE COMPANY

Among the first furniture factories in High Point was the Tate Furniture Company and among the largest and most successful today. The president of this company, Mr. John H. Tate, was one of the pioneer furniture manufacturers, having been one of the promoters and officers of the first company. He left the original company and with his brother, A. E. Tate, and others organized the present company. For several years Mr. A. E. Tate has had sole management of the company and to his superior executive ability is due largely the success of the business.

The business beginning from the first with a splendid equipment, has from year to year, enlarged and perfected in the vigorous management of these young pioneer furniture manufacturers, it grew almost phenomenally. Its first buyers were in the South, and before many years the name of the Tate Company was



JOHN H. TATE

known far and wide throughout this growing section of our country. In this field it still has a large number of buyers, but is by no means confined to it.

The Tate Furniture Company is one of the largest and best industries of High Point. Its line of manufacture—medium grades of Chamber-suites, Tables, Beds and Dressers—have become well known as among the most reliable goods at the most reliable prices to be found anywhere in the manufacturing world. It could not be otherwise with the man who controls the plant as its secretary, Mr. A. E. Tate. The quality of the goods a factory produces is always a reflection of the character of the manufacturer. Mr. Tate is a man that can be counted on to do well whatever he undertakes, whether it be a task of a private citizen, a public executive or a manufacturer. His word is as good as his bond and he always does for his customers not only what he promises but a little more. From early youth he has been identified with the business interests of High Point, and as a business man is never so well known as in his own town, his irreproachable private character and business qualities among the people among whom he has spent his life are Mr. Tate's glory and crown.

As indicative of the high esteem in which Mr. Tate is held by the people of the city, it may be said that he has been frequently selected as Alderman and for years has been a most efficient secretary of the School Board. By a general consent he is given the credit of the procuration of a new charter of the city which has enabled the city government in building on broader and more solid and correct lines. And not only has he served well in the administration of public office, but he has always shown himself a man of advanced public spirit, laboring night and day, in season and out of season, for every interest or new enterprise which in his judgment he regards as conducive to the upbuilding of the city and the betterment of its people. This large public spirit could not fail in attracting the attention of wide awake men elsewhere.

Just now Mr. Tate is promoting the Randolph and Cumberland Railroad, which will be invaluable to the city and Piedmont North Carolina.



A. E. TATE

Several years ago Mr. Tate was appointed by the Governor of the State as one of the Board of Control of the large charitable institution at Morganton, known as the State Hospital, and, as was to have been expected, his associates on the board as well as the Governor of the State have expressed their appreciation of his qualities of mind and heart which have equally helped in one of the best, if not the best administration this great institution has had. Recently Mr. Tate was elected a member of the executive committee of the hospital.

Considering the fact that Mr. Tate is assiduous and untiring in his devotion to the interests of the large furniture factory under his control, the demand made upon him by his public spirit and public service makes him one of the busiest of men. Yet with all he is never any more hasty and noisy in his actions than in his judgment. He belongs to that class of men who always do much and talk little, although thoroughly capable of expressing himself

well and to the point, whether in private conversation, in the public meetings, or as superintendent of the Sunday-school. In fine, the secretary and treasurer of the Tate Furniture Company is a man of telling activity, sound judgment and large efficiency in whatever sphere or enterprise he consents to serve.

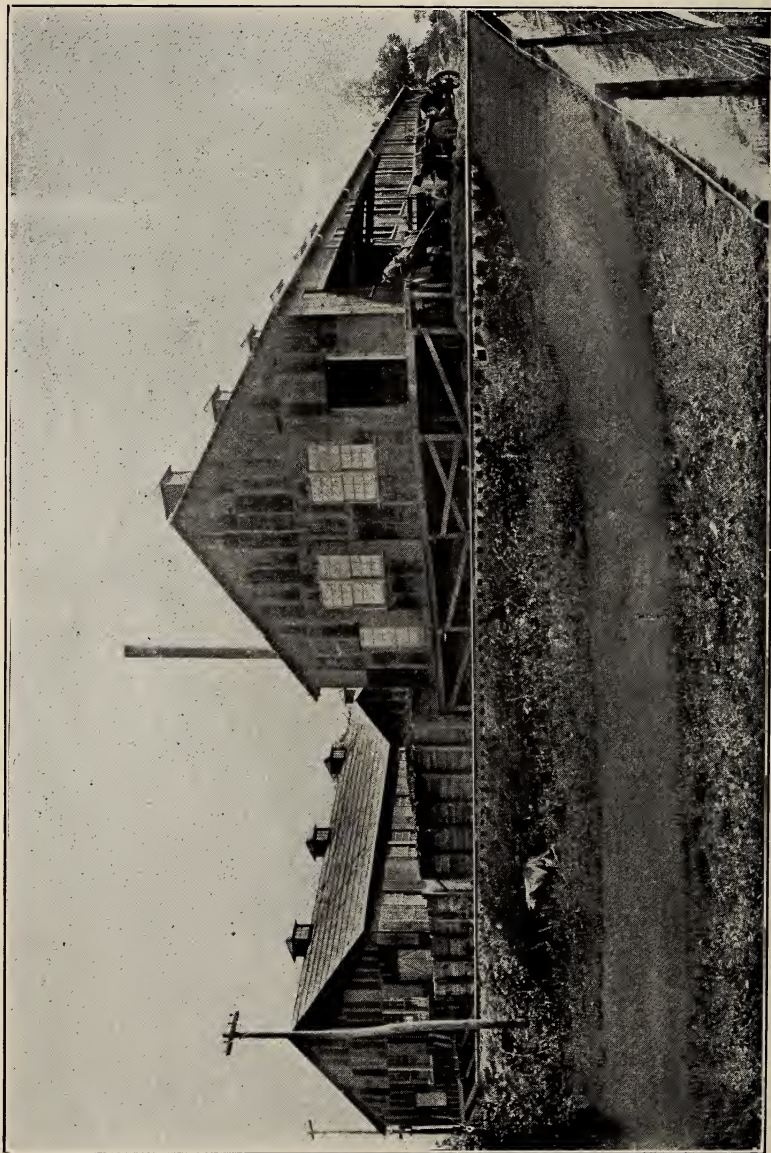


THE STANDARD MIRROR COMPANY

The Standard Mirror Company commenced operations in High Point the latter part of 1904, and has been one of the most successful plants throughout the South. They located in this section at the time when a concern of this nature was greatly needed, and the appreciation of the manufacturers has been shown by their liberal patronage; in consequence of which the Standard Mirror Company has had occasion to enlarge their establishment on no less than three occasions. At the present time the company is operating the largest Mirror Plant in the South, at High Point, in connection with a thoroughly equipped Art Glass shop, as well as maintaining a Mirror factory at Winston-Salem. They are also jobbers of Florentine, Maze, Prism, Wire, Chipped, Plate and Window Glass and have on hand at all times a large stock of all the foregoing. Mr. M. R. Lynch, who has recently been selected manager, is a competent man, and in having the earnest support of Mr. Frank McKnight, president, and Mr. O. J. Vilsack, treasurer, as well as that of all the other stockholders, is meeting with the highest degree of success.



INTERIOR STANDARD MIRROR FACTORY, HIGH POINT



WINSTON BRANCH OF STANDARD MIRROR COMPANY

KEARNS FURNITURE COMPANY

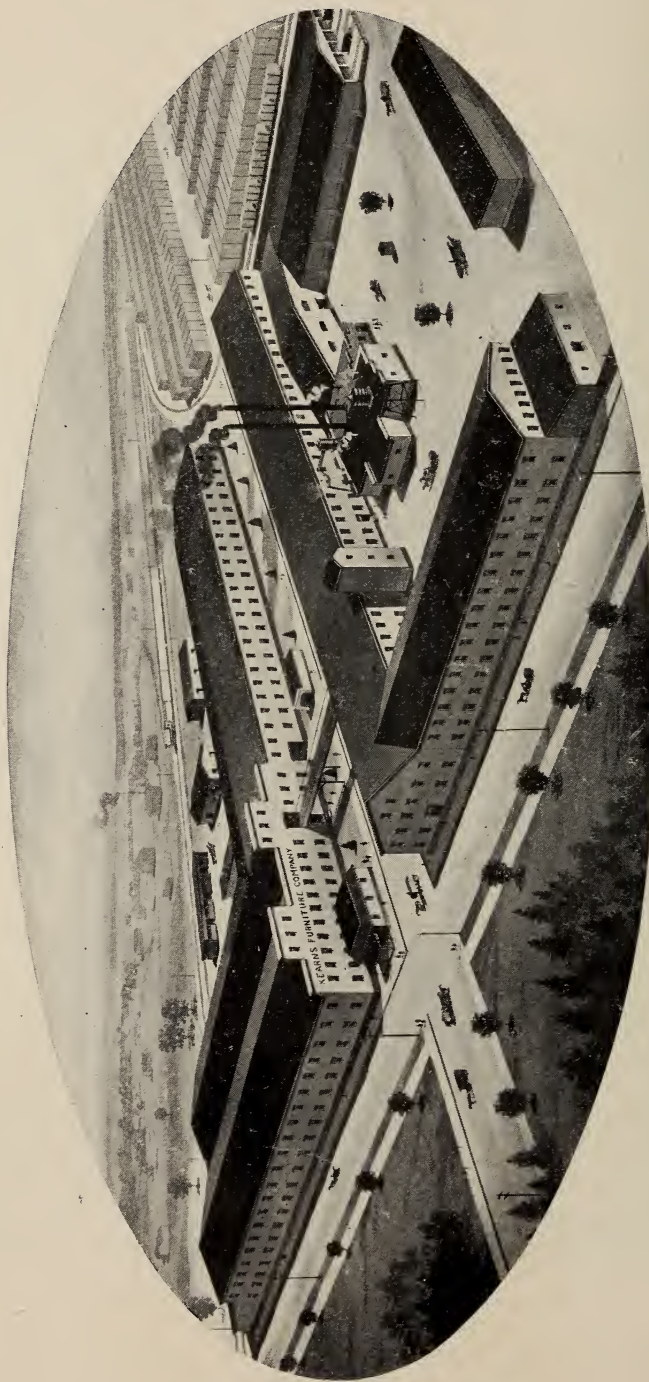
The Kearns Furniture Company, one of the most successful plants here, is also one of the largest and best plants in the State. Its management is principally under the care of Mr. O. E. Kearns, the able secretary and treasurer, assisted by Mr. G. H. Kearns, the superintendent. The Kearns Furniture Company was organized in 1900. Mr. O. E. Kearns was the manager of and a large stockholder in the High Point Mantel and Table Company when the company bought the large plant of the American Lumber Company and merged the two plants under the name of Kearns Furniture Company with an increased capital stock to a point near \$100,000. Mr. Kearns had built up a large trade in furniture before enlarging the business and was well versed in the manufacture of goods as any man in the State. The large volume of business only gave him a better opportunity and a larger field to demonstrate his ability. The success with which the company has met has proven



O. E. KEARNS

that no mistake was made in following the Messrs. Kearns and their advice. This company makes medium grade suits, odd dressers, chiffoniers, safes and tables, and their customers throughout the furniture buying world rate the goods among the best on the market. The office work is in charge of Mr. O. E. Kearns, while the superintendency devolves upon Mr. G. H. Kearns. They make a strong team as the success of the business has largely demonstrated. This plant employs about 175 hands.

Mr. O. E. Kearns, the secretary and treasurer is considered one of the best equipped business men in the city. He has never undertaken any business proposition that he did not carry through successfully. This is accounted for in a measure by his unusually quick perception in business matters, fine executive ability and strict attention to business. The biggest effort of his career is crowned with the marked success of the Kearns Furniture Company, which he has brought from a small plant to one of the largest and most successful in the community.



PLANT OF KEARNS FURNITURE COMPANY

Mr. O. E. Kearns is at the head of one of the largest banks in the city, being president of Bank of Commerce, the owner of the handsome six-story office building in the city. As president of this institution he is counted among its best and safest advisers. He is well posted in financial matters, of sound judgment and makes a valuable counsellor for the bank.

Mr. Kearns has recently completed a beautiful colonial residence, one of the handsomest in the county, a cut of which appears in this book.

Mr. G. H. Kearns is president and superintendent of the plant, and is a well equipped business man and has contributed

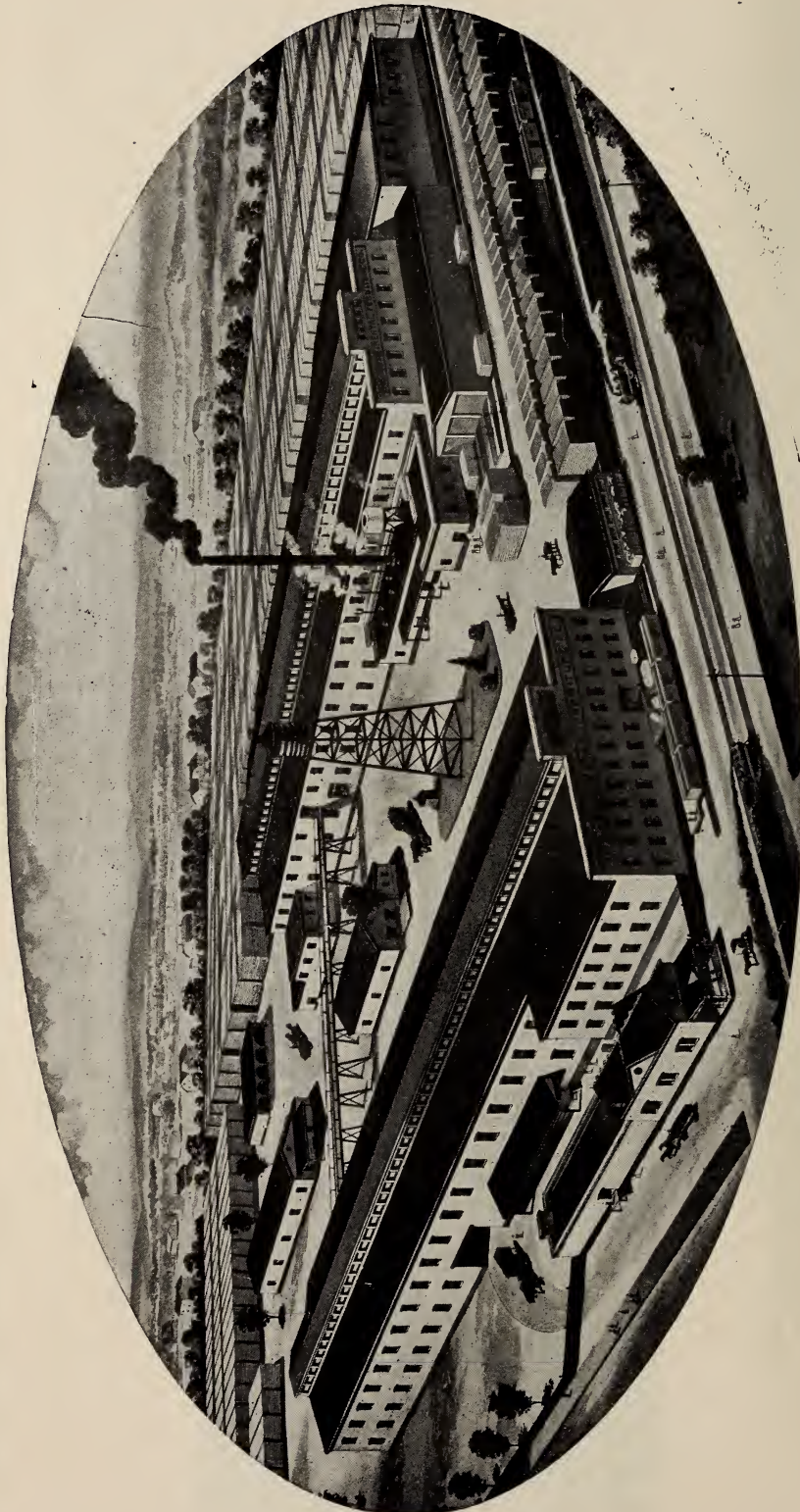


G. H. KEARNS

much to the success of the plant. Like his brother he is attentive to his duties and has a way of bringing about results. He is a fine manager of labor and has the tact of gaining and keeping their good will and respect. He is not only interested in the Kearns plant, but has stock in other enterprises and is a large property owner. He has served acceptably on the Board of Aldermen, and as Chairman of the committee on fire department, did some good work in that direction. It was during his administration that the first "home" for the firemen was built.

Mr. G. H. Kearns is president of the Sam'l. B. Coffin Manufacturing Company, and is interested directly in building the town.





PLANT OF THE CONTINENTAL FURNITURE COMPANY

THE CONTINENTAL FURNITURE COMPANY

Mr. Fred N. Tate, who has entire control of this company has spent the most of his life in this community. He has occupied positions of trust here since he was a boy and has fulfilled them to that degree of excellence which is responsible for his present position in the business world and in the affairs of the city.

The authorized capitalization of The Continental Furniture Company is \$100,000. Mr. Fred N. Tate is president, treasurer and general manager. It turns out fine grade chamber and dining room furniture. The company employs a large force of skilled mechanics, who manufacture some beautiful creations in furniture.

The Continental has done a good business from the start. Now in its eleventh year, its manager may look back upon its record of success and forward upon its brilliant prospects, with gratification and pardonable pride.

Mr. Tate is a man greatly interested in every public enterprise of the city. His great desire is to see it the most beautiful, as it is the most progressive place in the State. He is a man of



F. N. TATE

decided convictions, and an executive of the finest ability. Whether as a member of the school board, member of the city council or president of the Manufacturers' Club, he worked unceasingly and with as great an enthusiasm and expenditure of personal energy as if he were working for his private interests. Whatever he does he does with his whole might. One is not surprised, therefore, at his success.

So universally was his ability and true worth recognized that he was elected Mayor of the city of High Point in May 1900 by the largest vote any candidate has ever received in this city, and was re-elected Mayor for another term of two years in May, 1911, by an increased majority. Since taking charge of the affairs of the office he has inaugurated many improvements and hopes to carry out plans which will make High Point the best governed city in the South. He has with him to aid in this work a city council composed of live business men all of whom have a like interest of the city at heart.

Mr. Tate stands not only for high civic efficiency, but is also a prominent member of the Methodist church.

He is Chairman of the Traffic Committee of the Southern Furniture Manufacturers' Association, which position he has held for four years. This organization stands for the upbuilding of the furniture manufacturing interests of the South and its membership comprises practically all of the more than one hundred factories in North Carolina.

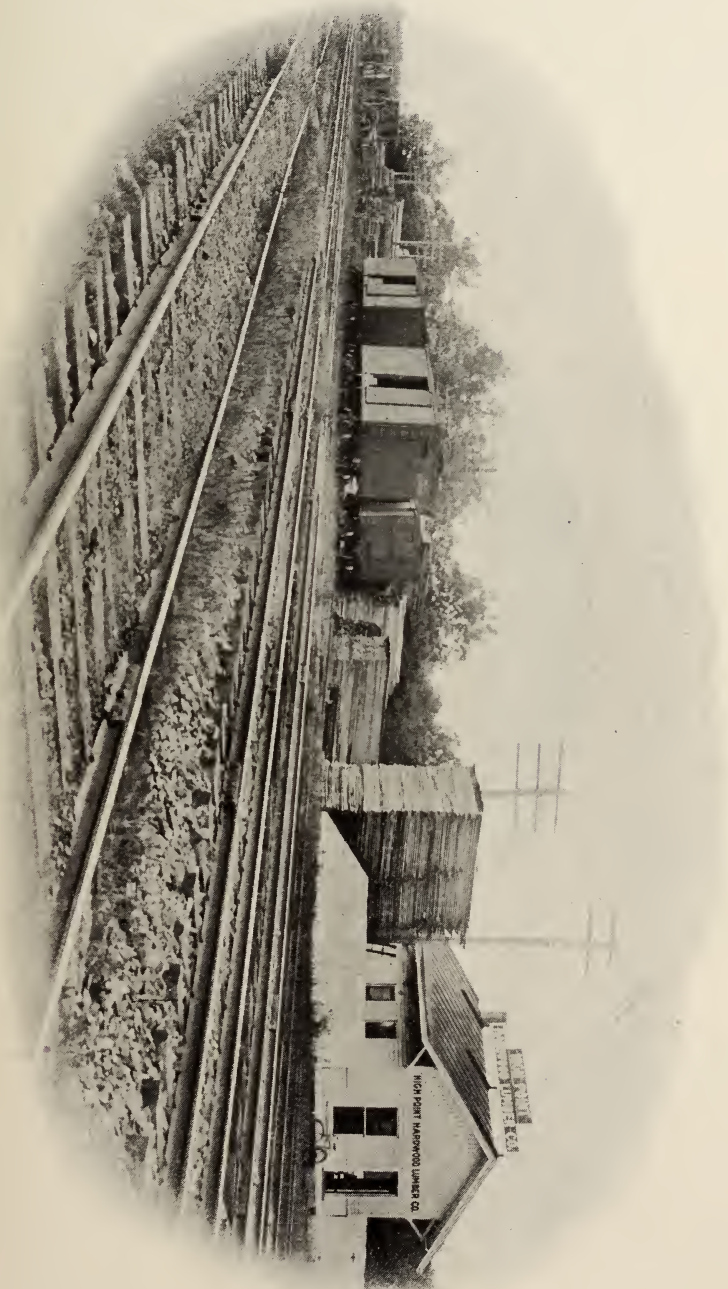
Mr. Tate is president of the Piedmont Good Roads Association, an organization comprising the central counties of the State and formed for the purpose of vigorously pushing the work of building good roads throughout the State. He is also chairman of the finance committee of the Winston-Salem, High Point, Randleman, Asheboro and Pinehurst Highway, which organization is developing roads through this section of North Carolina.

Early in 1912 High Point Industrial Club, with nearly 200 members was organized mainly through the efforts of Mr. Tate. He was unanimously elected president of the club. In this position as well as in others he is doing much to promote the interests of the city on progressive lines.

HIGH POINT HARDWOOD LUMBER COMPANY

High Point Hardwood Lumber Company was organized in January, 1910, succeeding the D. M. Pollock Lumber Company. This latter company was formerly in business in Atlanta and moved from Atlanta to High Point in January, 1908. The High Point Hardwood Lumber Company is one of the strongest companies here financially and does a large business in the South. Mr. F. E. Creelman is president and Mr. D. M. Pollock secretary and treasurer. The business has steadily grown each month and they now transact business in most of the eastern cities getting their supplies from Georgia, South and North Carolina, Virginia and Eastern Tennessee. They carry a large stock of lumber on thier at this point for local consumption, and their shipments east are made from this point, as well as from points in the states above mentioned. The company confines its business exclusively to hardwoods, handling from ten to twelve million feet a year. It is easily one of the largest hardwood lumber plants in the South.

It is the intention of the concern to further enlarge their business, making High Point more of a distributing market than they have been doing in the past. Mr. Creelman, the president of the company, is a man of fine executive ability well equipped in every way to conduct so large a business. His coming to High Point as a permanent resident is a matter of congratulation among the large number of business men and the citizens generally. He is large hearted, liberal, broad minded and public spirited man, and is making himself felt in the community for its good. Mr. Pollock is a young man of excellent parts, with fine business qualifications, well suited to the business which he conducts so successfully. He is not only the right man in the right place as far as business is concerned, but fits in well in a community where there are so many successful young men.



PLANT OF HIGH POINT HARDWOOD LUMBER COMPANY

HIGH POINT BUGGY COMPANY

High Point has many successful manufacturing plants but none more so than that of High Point Buggy Company which was established ten years ago. It is enjoying today a prosperity equal to that of the oldest and largest buggy factories in the State.

Mr. H. A. White is the business manager of this thriving company. Mr. White is a native of Eastern Carolina and this is the eleventh year of his residence in High Point. He has, during that time made for himself a warm place in the estimation of all up-to-date men in the city of his adoption.

This he has done by the fact that he is known as a man who attends strictly and conscientiously to the large business of which he has the main responsibility. An admirable and evergrowing success has followed his painstaking and progressive efforts. He



H. A. WHITE

never misses an opportunity to have the public know what an excellent work his factory is doing. He is just the contrary of that sort of business man who thinks that the public must find out by their own efforts, the kind of goods and the quality of goods manufactured. The result has been the usual one accompanying this sort of business policy—an all around and accumulating success.

The company manufacturers nearly every kind of pleasure vehicle, including medium and high grade buggies, surreys, road wagons, runabouts, etc. The splendid workmanship and reasonable prices are facts of common knowledge.

The up-to-date mechanical department is ably presided over by the Briggs Brothers, whose experience and skill in their departments have done much to bring about the great success of the company.

The enterprise has a capitalization of \$55,000, and its good will or stock in trade is worth as much more. Its officers are: J. El-

wood Cox, president; A. M. Briggs, superintendent and vice-president; H. A. White, secretary and treasurer.

The duties inside the factory devolve upon Mr. A. M. Briggs, the superintendent and to his skill and energy is due largely the success in the mechanical department. He and his brother have been in the buggy business for a great many years and understand thoroughly every detail. The combination of office and factory force as it exists is a fortunate one and is bringing marked success to the business. There is no factory in the South that has a more satisfactory trade.

BAEDER-ADAMSON & CO.

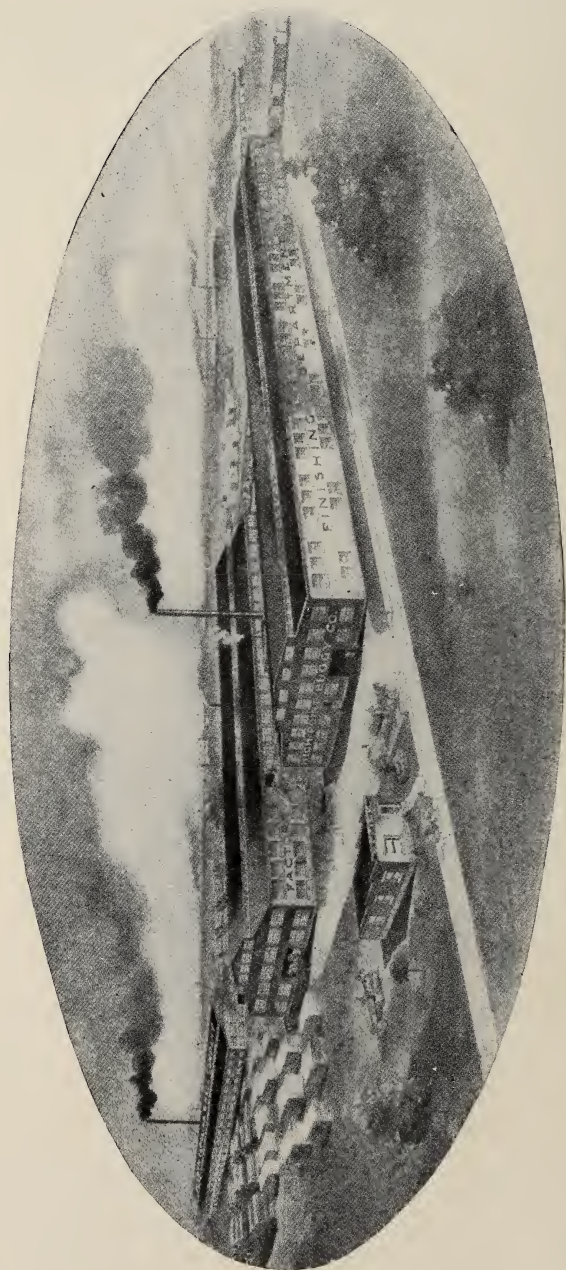
O. E. Wilson, Southern Manager

One of the most popular traveling men in the State is Mr. O. E. Wilson, who for several years represented the Beeson Hardware Co., of this city. He is not only popular but is a splendid salesman and makes friends wherever he goes. For several years

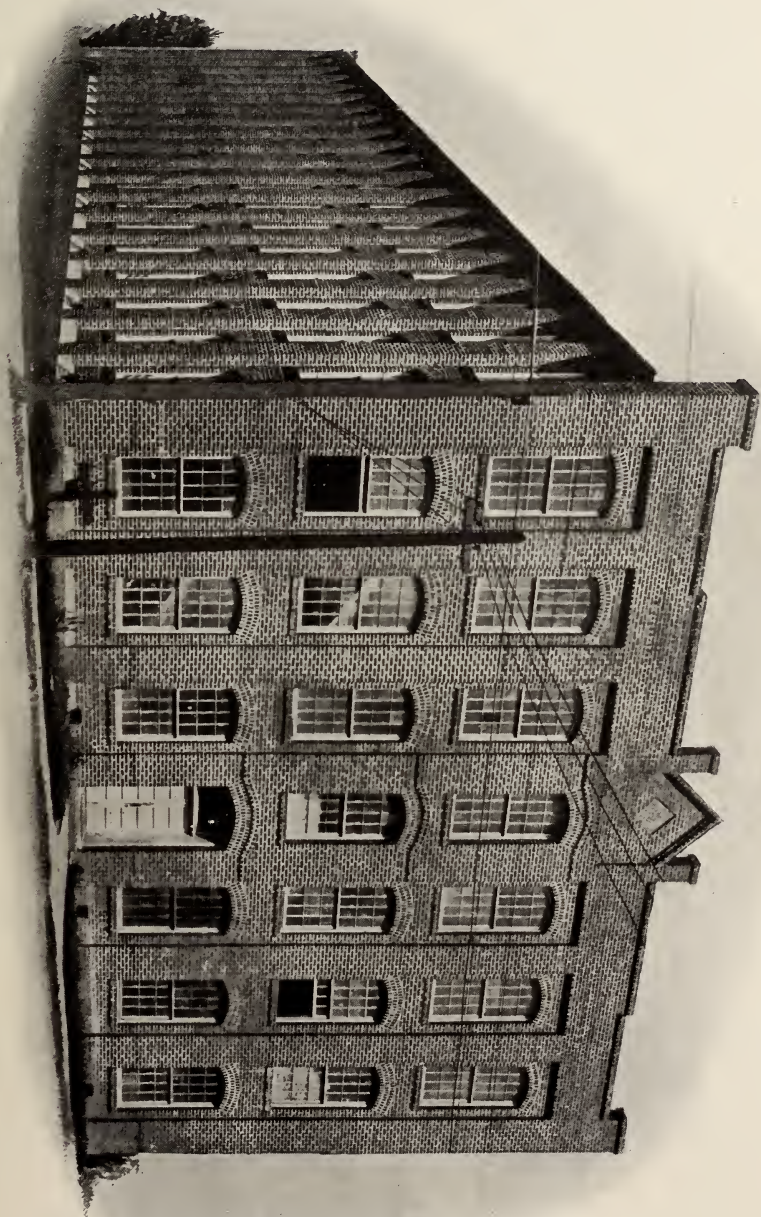


O. E. WILSON

he has been manager of the Southern branch of the business of that well known firm, Baeder-Adamson & Co., of Philadelphia, which was established in 1828 and has branches in New York, Boston, Chicago, Cincinnati and High Point. The firm manufactures glue, sand paper, flint paper, flint cloth, emery paper, garnet paper and garnet cloth. The offices here are located at 104 College street. The business of the firm is being greatly increased in this territory under Mr. Wilson. He attends strictly to his business and makes a valuable representative for his house. His territory extends to New Orleans, taking in all points east of the Mississippi River.



PLANT OF HIGH POINT BUGGY COMPANY



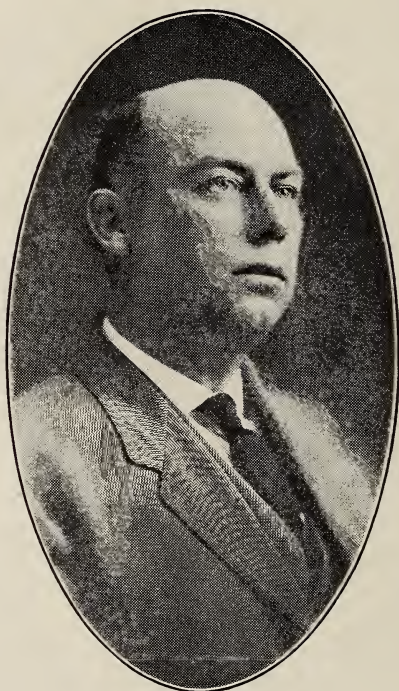
PLANT OF PIEDMONT HOSIERY MILLS

HIGH POINT HOSIERY MILLS

There is no manufacturing business in the South that has met with more marked success than the High Point Hosiery Mills, which from the beginning has been under the supervision of Mr. J. H. Adams. From a small beginning only a few years ago it has grown to its present enormous proportions, with perhaps the largest payroll in the city.

The company began business in 1904. In 1905 the production of the mill was only 200 dozen a day. The business grew so rapidly under the excellent management that the capacity of the plant had to be continually increased and today four large buildings are required for the business and the output is very large.

These goods are sold both at home and abroad, the export trade being very flattering indeed. The mills make a medium



J. H. ADAMS

grade of goods which are always in demand. This demand has always been good enough. Even in panics the mills have done a good business.

The business has been a success from the very beginning, all of which was forecasted on account mainly of the men who were in charge.

Mr. J. H. Millis, the president, is the highly gifted and substantial business man and manufacturer, whose connection with any enterprise speaks volumes in his behalf.

Mr. J. H. Adams, secretary and treasurer, is one of those men who meets with success in all of his undertakings. He plans well and with a superior executive ability carries out his plans with apparent ease. Of even temperament, he is characterized by indomitable energy and perservance with all and has business talent of the finest kind.

Mr. Adams is also president of the Piedmont Mills Co., Consolidated Mills Co., director in the Bank of Commerce and is also at the head of a large company which will erect a large cotton mill.

He is one of those quiet business men who attends strictly to his business, carrying on everything under him with a system that makes it easy for all. He is yet young in years and has a brilliant business career before him.

The quality of goods put upon the market is of the highest order. The motto of Mr. Adams and his co-laborers is the best that can be manufactured and the most reasonable price for it. That this motto has been carried out to the letter, is evidenced by the splendid success the company has had in the sale of the goods.

The managers of this business do not let a year pass without making some improvement and increasing the plant.

Mr. J. Ed Millis, who has been with the various departments of the company has been elected secretary and treasurer of the Piedmont Mills Co. Mr. Millis is a young man of recognized ability and gives promise of becoming one of the best business men in the manufacturing line. He is a son of Mr. J. H. Millis, the president of High Point Hosiery Mills.

What has been said of the Hosiery Mills may be said of the other departments of the company's business, because it is under one management.

Mr. Chas. C. Robbins is superintendent of the High Point Hosiery Mills. He is a man who has had much experience in the business and this coupled with good business qualifications has made him a most valuable man.

Mr. R. O. Lindsay is manager of the Consolidated Mills Co., a business fostered and under the care of the above company. He has been very successful in the management of its affairs as is evidenced from the splendid success with which the company has met.

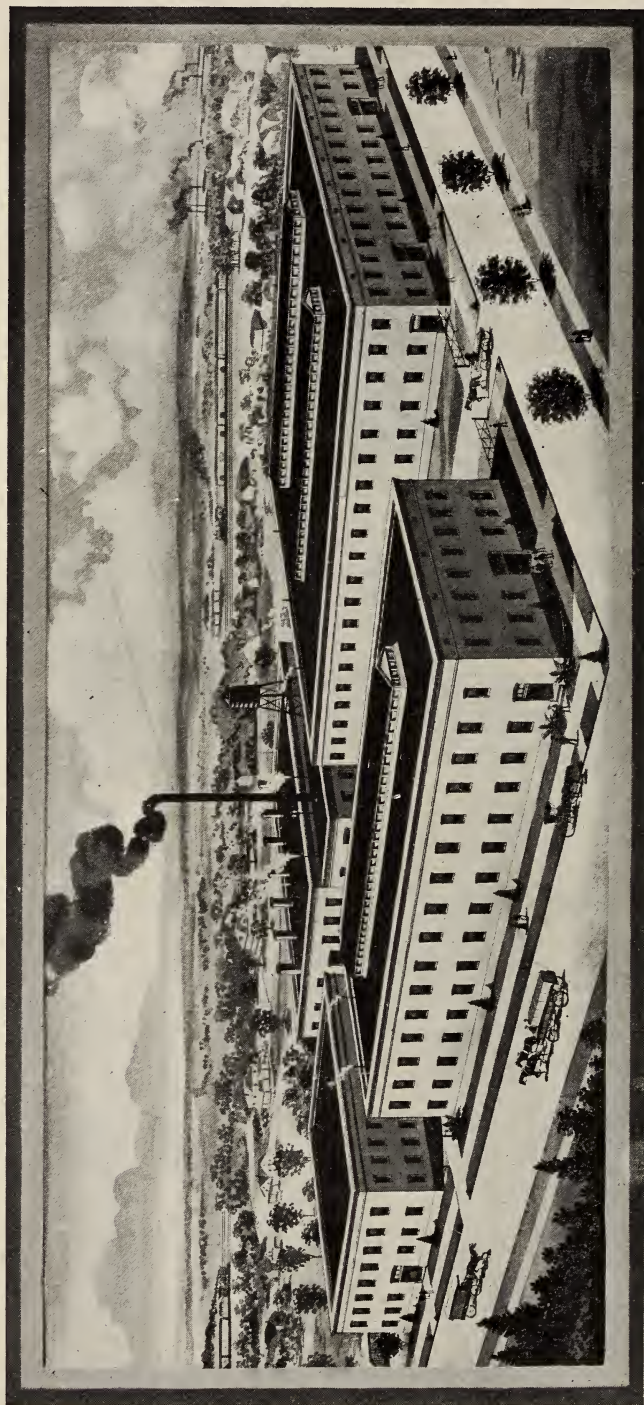
HIGH POINT HARDWARE COMPANY

One of the best known mercantile establishments in the community is the High Point Hardware Company. This company does a large wholesale and retail business and has built up a large jobbing business. Ten years ago it was reorganized with a paid up capital of \$10,000 which has increased more than double.

Mr. S. F. Wall is secretary and treasurer and general manager of the company and Mr. Junius A. Gray, president. They are the largest stockholders and active men of the company and it has been through their efforts that the business has grown and with success. They make a strong team, give the business close attention and have been able to establish a large trade in and out of the community. The business of the company is growing every year and is one of the largest in the city.

These two gentlemen are among the best business men of the city, influential, and are interested in the development of the community. Mr. Wall is a member of well known Randolph family and has been a citizen of High Point for ten years or more.

Mr. Gray is a native of Guilford and belongs to a family who have been prominent in the western part of the county for many generations.



PLANT OF HIGH POINT HOSIERY MILLS

THE RANKIN COFFIN & CASKET COMPANY

Success usually follows in the wake of energy and ability. This rule has applied in the case of the above company.

One of the most successful manufacturing industries in the South is the Rankin Coffin and Casket Company, which is under the excellent management of Capt. A. M. Rankin. The business was organized only ten years ago, but it numbers its customers among a trade which would do credit to the oldest establishments. Mr. J. J. Welch is president and Capt. A. M. Rankin secretary and treasurer and general manager.

The class of goods manufactured by the company exhibits the most delicate and appropriate taste of design, and the highest skill of workmanship. The margin of prices is also reasonable, and these two facts have brought about large sales to the undertakers in different parts of the country.

Mr. J. J. Welch, the president of the company, has been associated for many years with different business enterprises in the



CAPT. A. M. RANKIN

city and is recognized as one of its best and most successful men.

Capt. A. M. Rankin, the active head of this institution, is known throughout the State. For years he was one of the most affable and able conductors of the Southern Railway system. When president of the Tate and Alma Furniture companies or of the High Point Mantel and Table Company he did good service. When he concentrated his energies upon the upbuilding of the company of which he now has control, he went to his work with an extensive experience, and a reputation which commanded the highest respect, in the business world.

Capt. Rankin possesses a rare advantage in his business address. While he counts the moments as belonging to his business he is most accessible socially and has a good, cheering word for all his acquaintances and friends.

He has built for himself and family a beautiful residence on North Main street, and has permanently located as a resident of the city. The community has not been slow to recognize his abilities. It has made him one of the board of Alderman, and a mem-

ber of the school board on several occasions. He is a prominent member of the M. P. Church and has done much to build up the work in the community. In the conference he is on some of its most important committees and conventions.

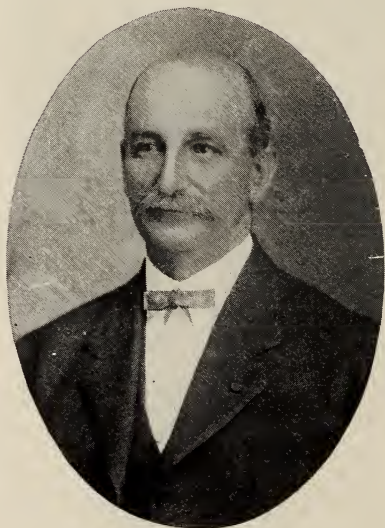
Capt. Rankin has large interests in Randolph and Cumberland counties which yield him handsomely. Personally he is popular and is counted one of the most useful citizens in the community. In his church work he is active and very liberal.

Socially as well as in business he is popular and justly so. As a business man in a general way he is one of the most successful in the community.

HIGH POINT FURNITURE SHOW ROOMS

J. G. Lambert

One of the finest and most complete lines of furniture in the South can always be seen at the High Point Furniture Show Rooms, presided over by Mr. J. G. Lambert, a salesman who numbers his friends by the hundreds among furniture buyers of the South. These show rooms were established here in 1906 and have been successful to a marked degree. They number among the exhibitors some of the best and most up-to-date manufacturers carrying lines that cannot be excelled. Hundreds of buyers visit the rooms every year.



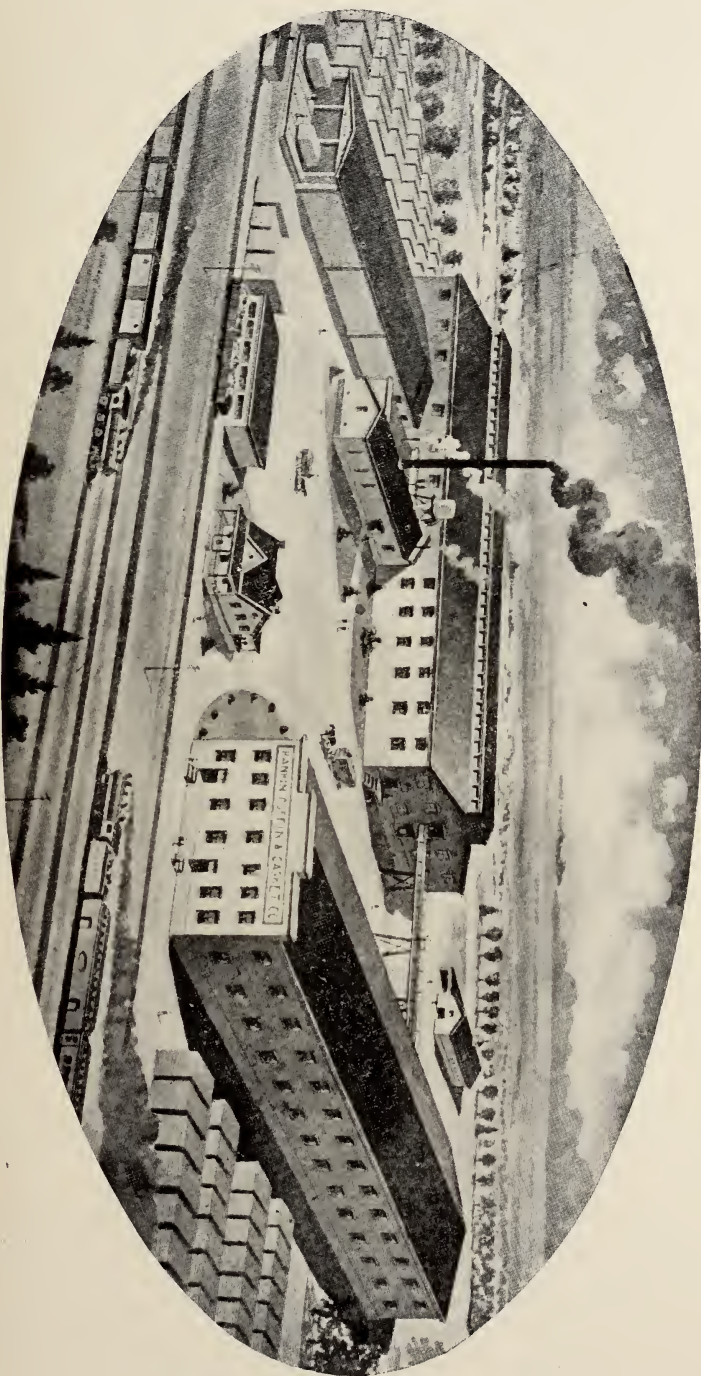
J. G. LAMBERT

Mr. Lambert, the manager, has been in charge for four years and has succeeded well. He is ever on the alert for business and has built up a large patronage for the rooms.

Prior to the time he launched into the furniture business Mr. Lambert was special agent for one of the largest life insurance companies. He represented the Equitable for 12 years and wrote for that company one million dollars—a most remarkable record.

Mr. Lambert is a thorough-going, public-spirited citizen and has made many friends for the Show Room and for himself and has greatly aided in building up the furniture trade here.

PLANT OF RANKIN COFFIN & CASKET COMPANY



THE MARSH FURNITURE COMPANY

One of the best of the comparatively new plants in the South is the Marsh Furniture Company, named for the capable secretary and treasurer of the company, Mr. J. E. Marsh. This company manufactures hall racks, center tables, kitchen safes, ladies dressing tables, princess dressers, wardrobes and book cases.

The company was organized and chartered July 5th, 1906, with the following officers: J. W. Harris, president; J. J. Welch, vice-president; J. E. Marsh, secretary and treasurer. Directors: J. J. Welch, J. W. Harris, W. P. Pickett, Wescott Roberson and J. E. Marsh. The gentleman who so ably conducts the affairs of this plant, Mr. J. E. Marsh, was born and reared in Randolph county. He was educated at Trinity and Guilford Colleges. Before engag-



J. E. MARSH

ing in the manufacturing business he sold goods on the road for twelve years, the last seven of which he represented the Welch Furniture Company, and succeeded in building up a large trade for this concern. No man ever engaged in the manufacture of goods who was better equipped.

When it became known that he was going into business, he did not have to solicit one dollar's worth of stock, but on the contrary was compelled to refuse a number of his personal friends the privilege of subscribing stock.

On March 4th, 1907, the machinery of the Marsh Furniture Company was started in operation, since which time they have been exceedingly busy, never having to close down for want of orders. Their plant has been enlarged three times since the business started, and is now double its original capacity. This is attributed to the fact that the Marsh safe, the best on earth, is known to the entire South as being the best made and biggest seller on the market, and the line of hall racks and other lines added to every year gives them the best patterns. Consequently when the trade want anything in either of these lines, they know that if they send the orders

to the Marsh Furniture Company, they will always have prompt and careful attention, and will have the best goods that can be made along these lines.

Mr. Marsh takes much interest in the affairs of his church and community. He is a member of the board of stewards of Washington Street Church and a member of the Board of Governors of the Manufacturers' Club, and is ever willing to give his time to the upbuilding of the community.

HIGH POINT PANTS COMPANY

One among the first industries of a diversified character in High Point was the High Point Pants factory and there is no business which is conducted more satisfactorily than this. It does not make very much noise but can count results with any.

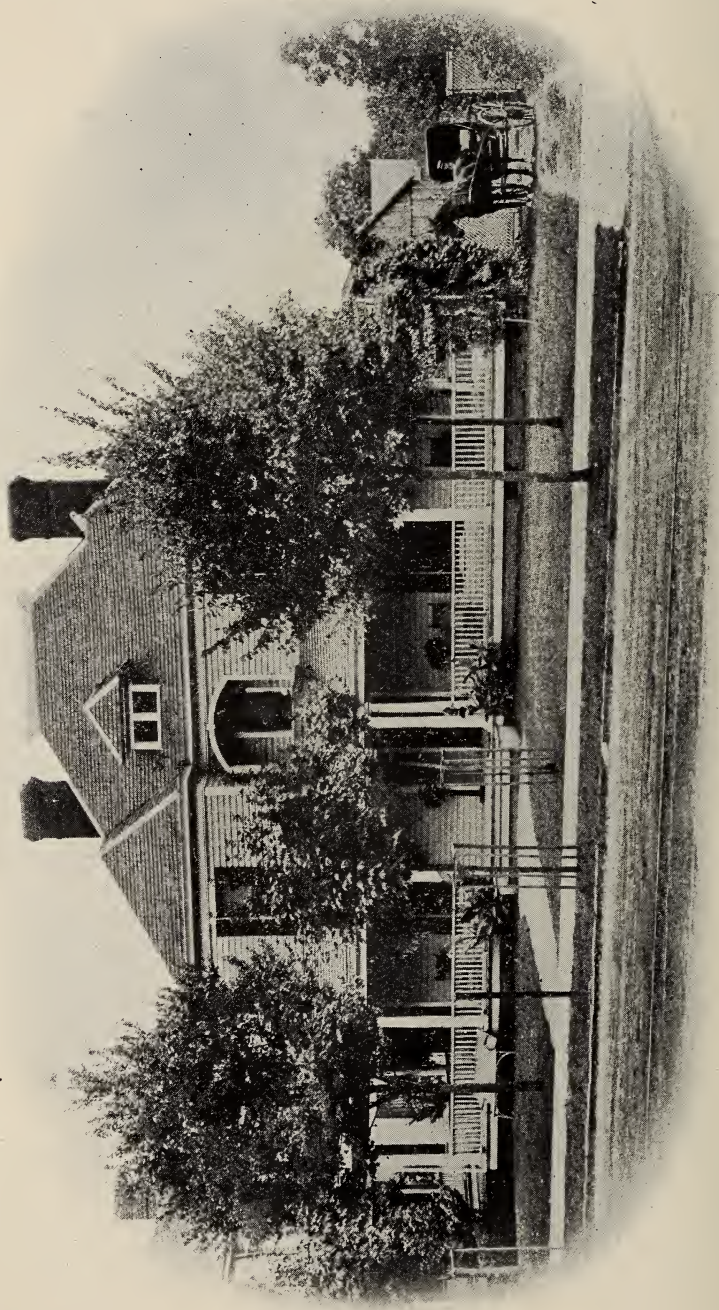
Mr. R. L. Pickett is at the head of this company. This company has unlimited capital, being owned by W. P., F. M., and R. L. Pickett and J. J. Welch, of this city. Since the organization of this company the business has grown until today it is one of the best of the kind in the State.



R. L. PICKETT

Mr. R. L. Pickett, the manager, is a thorough-going business man and has few superiors as a safe manager. The business has prospered under his management and is one of the best plants in the city, doing a large volume of business. High Point pants are sold over a large section of the country and have established a reputation for superior quality.

This company is the pioneer in the manufacture of pants here, and enjoys a custom second to none, all due to the business ability of the manager, Mr. R. L. Pickett. Mr. Pickett is among our younger business men who are succeeding so well in the manufacturing business.



RESIDENCE OF J. E. MARSH

GIANT FURNNITURE COMPANY

One among the most successful plants in High Point is that of the Giant Furniture Company. It was organized in October, 1910 succeeding the Eagle Furniture Company and during the short time the new company has been in existence it has succeeded in building up a large business in all sections of the country.

The authorized capital of the company is \$150,000 and numbers among its stockholders some of the most prominent business men in the community. The plant is well equipped with new machinery of the most modern type and is counted one of the best



S. E. TUCKER

equipped plants in the South. The management keeps abreast of the times in adding improved methods in manufacture which is very noticeable in the character of goods turned out. The company manufactures Chamber Suits, Odd Dressers, Beds and Chiffoniers. The shipments of these goods includes territory in every section of this country as well as taking care of some foreign trade. The annual capacity of the mill is from \$200,000 to \$250,000.

Mr. S. E. Tucker is secretary and treasurer of the company and he is not only a hustler in its best sense, but he is well endowed with good executive ability as well as indomitable energy. He has had much experience both as salesman and as a manufacturer of furniture and his efforts are proving very successful to the company. He plans well and has the ability and energy to carry out his plans to the benefit of both the trade and his company. Mr. Tucker has a bright future as a manufacturer.



PLANT OF GIANT FURNITURE COMPANY

ALMA FURNITURE COMPANY

The Alma Furniture Company is one of the best. For a score of years it has been putting a line of goods on the market which has held its own for all these years and made thousands of new friends. It was about the year 1890 that Jonathan P. Redding, after visiting many foreign lands, in some of which he conducted business, returned to his native State to settle permanently. He came to High Point and bought out the Barker factory which he turned into a manufactory of kitchen safes. In his venture he had great success.

In 1895 he organized the Alma Furniture Company. Its specialties are tables and safes. They manufacture the best article of the kind, at such prices that buyers, in large numbers, have been



J. H. PETTY

drawn to their warerooms and the mail orders are something tremendous. In fact hardly a buyer of furniture considers his visit at this manufacturing town as complete until he has seen the display of safes and tables exposed to view at the Alma Company's rooms. The Alma has never had to close down even under the severest panic.

The Alma enjoys the distinction of being one of the best plants having as its secretary and treasurer and general manager a man who knows lumber as he knows the sun light and can size up a perfect piece of work with a glance.

Jonathan P. Redding not only knows the manufacturing business but he is a business man in very sense of the word. Enterprise after enterprise, which has had its endorsement and financial support, has gone forward on the high tide of success which has characterized High Point ventures.

He was the first citizen of High Point to build an up-to-date city flat, which is one of the most imposing buildings in the city.

Mr. Redding is a man of fine public spirit. Many times he has served acceptably and ably upon the board of Aldermen of the

city. He is also highly interested in religious and educational matters and is a liberal contributor. He is one of the prominent trustees of the Greensboro Female College. He is director in the Commercial Bank and connected with other leading enterprises.

In 1908 Mr. J. H. Petty became part owner of this successful plant and is now its secretary and treasurer. Mr. Petty for a number of years followed the mercantile business successfully and is one of the State's best equipped business men. He has carried his methods into the Alma Furniture Company and if possible, added greatly to the success of the business. For thoroughness in the details of business, Mr. Petty has few superiors while at the



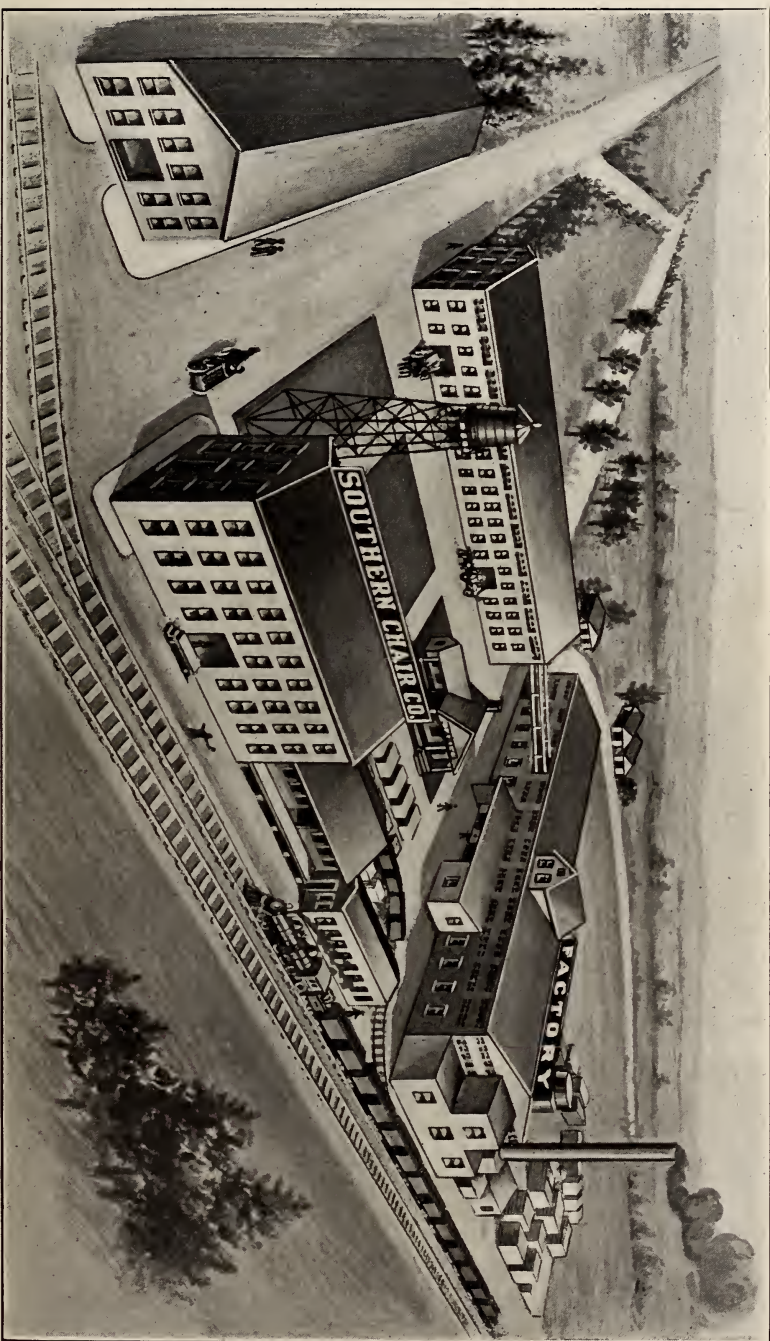
J. P. REDDING

same time he is endowed with good executive ability. With these qualifications it is not surprising that the Alma is increasing its business satisfactorily.

The entire management of the plant is under his control.

Mr. Petty is a member of a well known family in the State which has done much for its material progress. He and his brother the late W. C. Petty, who built the Carthage railroad, were pioneers in the lumber business in which they were successful. He is a prominent member of the Baptist denomination, a member of the school board and takes much interest in its affairs in the city. He is also interested in real estate holdings.



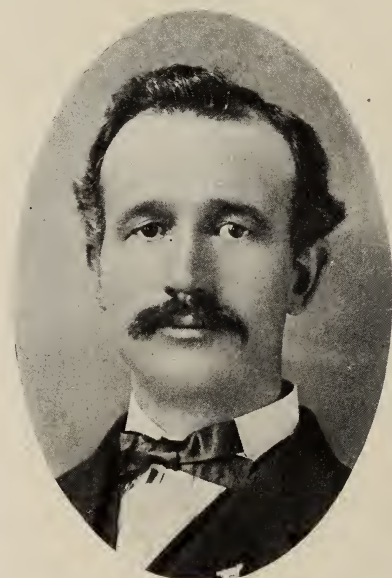


PLANT OF SOUTHERN CHAIR COMPANY

SOUTHERN CHAIR COMPANY

In the manufacture of chairs The Southern Chair Company stands among the first in the South. The secretary and treasurer Mr. S. L. Davis, has mastered the business and the fruits of his labors is demonstrated in the success of the company which he has practically made himself.

The goods of this plant are known everywhere as good sellers and the plant has increased its output every year until it is now one of the largest chair factories in the South. Everything about the chairs is made at the factory, beginning with the block of wood. At the factory may be seen the enormous output in process handled by a multitude of hands conveying it to cars to be shipped to all parts of this country and to other countries. There are dining room chairs, arm chairs, nurse chairs, cottage chairs, etc., etc., galore, made and finished in the best styles. For the Southern Chair Company is known for its large output and first-class goods.



S. L. DAVIS

The general manager, secretay and treasurer, Mr. S. L. Davis, has won for himself a far-reaching reputation as a man who brings things to pass with whatever he is connected. He is yet a young man. Few men of his age have achieved such success as has been his. To his splendid business talent is due, more largely than any other one thing, the fact of the great success and wide fame of the company.

Mr. Davis is a man of fine educational attainment. He holds diplomas from Oak Ridge Institute, the University of North Carolina and the National Business University. He commenced his career as a professional man and spent sufficient time in the school room to disclose to his friends that he was well-fitted for large success in the ducational world. But the professor's chair was unable to hold him, as his business genius called him into the more active sphere of manufacturer. During his 15 years of association with the present company, he made its career synonymous with success. Mr. Davis takes quite an interest in

civic affairs. He has served on the Board of Aldermen and for nine years on the School Board. He is a member of the Executive Committee of the Piedmont Good Roads Association and is an enthusiastic on the subject of good works. During the past year he has given much of his time and means to further this work and is accomplishing much to bring about better roads connecting High Point with other towns. He is enthusiastic over any work to which he puts his hand and carries it through successfully.

Mr. Davis is a prominent Mason, a Shriner and takes an interest in everything pertaining to this ancient order.

Success always follows in the wake of good judgment and energy of these are the foundation on which this business was established.

BEESON HARDWARE COMPANY

One of the largest hardware establishments in North Carolina is the Beeson Hardware Company, of High Point. It occupies two large four-story brick buildings on Main street and a large warehouse on the Southern Railroad and does both a wholesale and retail business. This business is owned by Mr. Robt. R. Ragan, who by his indomitable energy, has made it what it is. He is a tireless worker, a man of foresight and has been rewarded richly for his work. Mr. Ragan is a son of the late Amos Ragan, who was a large property owner in central North Carolina. Mr. Ragan spent his early manhood on the farm and trained himself well in the



R. R. RAGAN

school of hard work. He attended school at Springfield, Trinity College, and later took a course at the University of North Carolina. When he quit school he went into the mercantile business which he has followed successfully ever since. When Mr. Ragan took charge of the affairs of the Beeson Hardware Company it was a comparatively small business and did a retail business only. Steadily the volume of business has increased until today the sales of the company amount to over \$100,000 annually. Mr. Ragan is ambitious and has only started on his successful career. He is director in the Commercial National Bank and stockholder in numerous manufacturing plants here.



PLANT OF HIGH POINT METALLIC BED COMPANY

HIGH POINT METALLIC BED COMPANY

There is no factory among the many here that has made any better record than the High Point Metallic Bed Company. It has met with marked success from the beginning, the accomplishment of which has reflected credit on the management, because it was an entirely new line at that time in the South. The plant was promoted and for several years managed by Mr. R. H. Wheeler, a young business man of fine ability and who generally succeeds at everything with which he is connected. For the past few years he has had associated with him Mr. C. L. Wheeler, who has shown like ability in his management.

The capital of the company is \$50,000 authorized, \$30,000 paid in cash, and the officers are J. H. Millis, President; R. H. Wheeler, Vice-President and Treasurer; C. L. Wheeler, Secretary and General Manager.

The company was incorporated October 1, 1900 and the first shipments made in March, 1901. The business was established



C. L. WHEELER

and run under the management of Mr. R. H. Wheeler from the time of organization until the summer of 1905, when Mr. R. H. Wheeler resigned the general management, and was succeeded by Mr. C. L. Wheeler, who still continues in that capacity.

The character of goods manufactured is a line of cheap and medium priced iron bedsteads and children's cribs, and the business has steadily increased in volume every year. The output this year will be 20,000 complete iron beds and about 2,000 cribs.

The plant has its own foundries, finishing and packing departments, warerooms and shipping departments. These go to make up one of the most unique manufacturing establishments in this city of factories. It is located directly on the line of the High Point, Randleman & Asheboro Railroad, a part of the great Southern system, occupying one of the largest buildings in the city.

It is not the purpose of this company to manufacture a fancy line of goods. But their output of medium grade iron bedsteads

has met with a success which has satisfied the most sanguine expectations and brought many buyers.

During the many years that the goods of this company have been before the trade they have made an impression which speaks well for the company and the excellent management. A good strong custom has been built up which is being added to every year. There is no iron bed factory in the South which has made any better record than this one.

The president of the company is Mr. J. H. Millis, one of the city's best and most successful business men.



R. H. WHEELER

Mr. R. H. Wheeler, the vice-president and treasurer, finds time with his many industries to give the business the time demanded. He makes a most valuable officer. Most of the duties of this successful company fall upon Mr. C. L. Wheeler the secretary and manager. There are no manufacturers in the city who understand their business better and perform the duties with more ability than Mr. Wheeler. He is quick of perception and handles everything that comes up for disposal with dispatch and accuracy. With these qualities it is not surprising that the company is meeting with marked success. High Point is proud of her iron bed factory and the men who built it and are maintaining it so well.



HIGH POINT MILLING COMPANY

Roller flour and feed both of a first-class quality are produced by this company, in large quantities. The company is capitalized at \$13,000. The business is a thriving one in every sense of that word. The mills are kept constantly at work in order to satisfy the demands. The sun goes not down on a single day which does not see the men engaged in this work full of business.

New machinery will be installed which will increase the capacity of the mill to 125 barrels daily.

One of the busiest men in High Point as well as one of the most useful is Mr. A. B. Horney, secretary and treasurer of the High Point Milling Company. The company of which he is the moving spirit does a large business and has increased from year to year since it was established.

Mr. A. B. Horney is a man who has long and successful experience in milling flour and feed. For years he was connected with



A. B. HORNEY

the large Wachovia Mill, in Salem, and there gained acquaintance with every detail of the business. But Mr. Horney has more than experience. He is a man of the soundest judgment and fine insight into the needs of the business. He sticks constantly to the one duty of making the public acknowledge that the flour and feed manufactured by his mills are the finest and best goods of the kind produced. The consequence, his efforts have been crowned with deserved success.

He takes a great deal of interest in the affairs of the city and as chief of the fire department has done a valuable work for the city.

To Mr. Horney as chief of the Fire Department of the city much is due to his efforts in establishing and maintaining one of the best equipped departments in the state. His standing as fireman is not confined to his own town, but he is well known among the State and National firemen as a leader in this great work.

For many years Mr. Horney has been a leading member of the

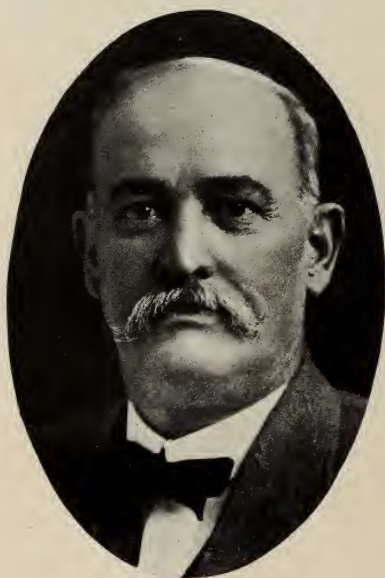
Junior Order United American Mechanics and has figured in both State and National Councils of that order.

Locally he holds several responsible positions, being a member of the School Board, the official board of his church and director of the Wachovia Bank & Trust Company and chief of the Fire Department.

THE PEERLESS MACHINE WORKS

Mr. W. D. Burgess is at the head of one of the most thriving enterprises in the city. The Peerless Machine Works. He is the owner of the business and gives it his undivided attention. It has prospered from the beginning which is largely due to his capabilities. From year to year he has added to the capacity and increased the output until today it is one of the best equipped plants in the State.

The vigorous manner in which Mr. Burgess pushes his machine shops and foundry to the front, and the excellent workmanship for which they are noted, have gained for them wide attention



W. D. BURGESS

and the thorough confidence of the public. The manager is a man of great determination, push and energy and may be counted on for anything in his line.

The shop pays special attention to all kinds of repair work, including repairs to engines. The foundry turns out castings of various kinds and a high order of merit. The consequence has been that Mr. Burgess is in constant demand not only by the factories of the town, where a vast amount of varied machinery is used, but also receives orders for castings, etc., from factories located in other places.

Perfect satisfaction and promptness in attending to all work have given the Peerless Machine Works its ever growing success. This business has gradually increased under Mr. Burgess' management.

Mr. Burgess is not only active in business matters but is interested deeply in civic and church affairs.

HIGH POINT SAFE & TABLE

There is no manufacturing business in the city that has met with more marked success than the High Point Safe & Table Co. It began operations in 1910. They specialize on kitchen safes and center tables. This plant has more than tripled its capacity since it began its operation. This is a branch of the High Point Veneer & Panel Co., consequently has many advantages over other manufacturers in the same line, as they make their own Veneer. The kind of goods turned out is universally agreed by the furniture dealers to be first class in every particular. Mr. J. A. Clinard, the president of this company, and also High Point Veneer & Panel Company, is one of High Point's safest financial men. For years he



J. A. CLINARD



J. W. CLINARD

has been conducting a large dry goods establishment with pronounced ability and success. He is a man who attends strictly to business and owns much valuable real estate in the city.

Mr. J. W. Clinard is the young and progressive secretary and treasurer, also secretary and treasurer of the High Point Veneer & Panel Co., and President of the Southern Veneer & Panel Co. Mr. Clinard has given evidence of his business endowment by the growing success of the company, for the popularity of which he is mainly responsible. He is a man of great tenacity of purpose. He devotes himself to the interest of the factory with a singleness of purpose, which makes any thing but success an impossibility, giving close attention to every detail. All goods turned out are in perfect shape.



RESIDENCE J. W. CLINARD

THE DALTON FURNITURE COMPANY

One of the best managed factories in High Point is that of the Dalton Furniture Company, presided over by Mr. R. B. Terry, a young man who has demonstrated his ability along this line to that extent that the plant is counted one of the most successful in the community. Mr. Terry is secretary and treasurer and manager.

The Dalton Furniture Company was named for its popular president, Mr. R. F. Dalton. Of Mr. Dalton we can say he needs no introduction here. Suffice to say that since the Dalton company came into his hands, it has felt the force of his wonderful personality most decidedly, being ably assisted by Dr. W. G. Bradshaw, vice-president, in his councils.

The officers of the company are R. F. Dalton, president; R. B. Terry, secretary and treasurer, and Dr. W. G. Bradshaw, vice-president. Mr. Terry came to High Point several years ago from Richmond county. As secretary and treasurer for the Piedmont Table

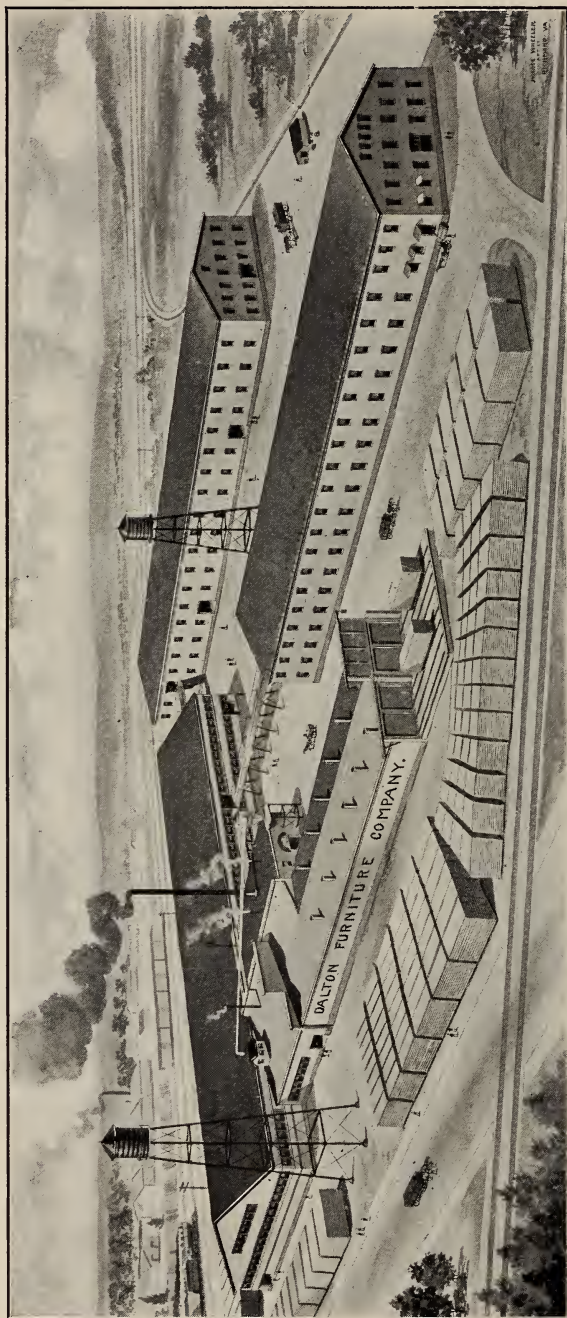


R. B. TERRY

Company, he showed excellent business capacity. It was a matter of course for the Dalton Company to engage him as its secretary and treasurer. His subsequent energetic and safe conduct of the business shows that he is the right man in the right place. He is regarded as one of the coming business men of the place. Mr. Terry is doing much for the company, carrying along its affairs successfully. He is one of the best equipped young men in the State and is popular with all.

The special line manufactured by the Dalton Furniture Company are tables in many styles and grades. Up to June 1909 the company manufactured for the U. S. Government a Special Post Office desk, but this contract was given up in order to increase the line of tables.

These lines have gained an enviable reputation for excellence of finish and beauty of design. The success of these goods on the market is already assured.



PLANT OF DALTON FURNITURE COMPANY

SHIPMAN ORGAN COMPANY

While the Shipman Organ Company is comparatively a new concern its achievements will rank along with some of the best that have been in business for many years. This is due largely to the man at the desk, Mr. W. G. Shipman, the secretary and treasurer and general manager and who was instrumental in organizing the company. He understands thoroughly the work in which he is engaged and this coupled with his superior business qualifications and his close attention to business has brought success to the company in a very short time. Those who have watched the progress of this business under Mr. Shipman's management are convinced that in a short time the plant will be one of the largest Organ Factories in the United States. The goods are now shipped to every state in the South as well as having a nice export trade.

No business in High Point has demonstrated a larger growth in so short a time than the business of this company. Beginning business in the winter of 1905, the capacity of the plant has been taxed to its utmost. More than twice has the company increased its capacity and only recently doubled its capital stock. The goods



W. G. SHIPMAN

manufactured by the company are popular with the trade and even during the duller seasons the factory has always had to run on full time. These organs are known far and wide and their reputation is increasing daily. The phenomenal success of the company is due entirely to Mr. W. G. Shipman, a man of fine parts, socially, and in a business way without a peer. Mr. Shipman is a hustler in the true sense of the term. This company under his management has a bright future, additions which are now being added to the plant will enable them to more than double their output next year.

The new plant erected by this company in 1911 has 50,000 square feet of floor space, one of the best in the South.

Much depends upon the office work in any manufacturing plant and the Shipman Organ Company is fortunate in having Mr. Shipman in charge.

Recently Mr. W. R. Morrow was elected secretary of the company. He is a young man of fine business qualifications and will add much to the office force. For a number of years he was engaged in the banking business here and at Winston and quit to engage in the wider sphere of manufacturing.



PLANT OF PEERLESS MACHINE WORKS



PLANT OF HIGH POINT PANTS COMPANY

HIGH POINT ICE & FUEL COMPANY

Among the many industries in High Point is found none which is more progressive than the High Point Ice & Fuel Company, now one of our oldest and best plants. This plant occupies a space of more than an acre within one block of the heart of the city. The capacity of the ice plant is 50 tons ice making per day, the ice being manufactured from water from their own artesian wells which is distilled and filtered before being frozen. In addition to supplying High Point and vicinity their ice is shipped to a number of nearby towns and gives the highest satisfaction.

In addition to their ice business they are also extensive dealers, both wholesale and retail, in domestic and steam coals, handling an average of 25,000 tons annually of both kinds.

The stock of this company is all owned by High Point business men. Its officers are: Capt. A. M. Rankin, president; Col.

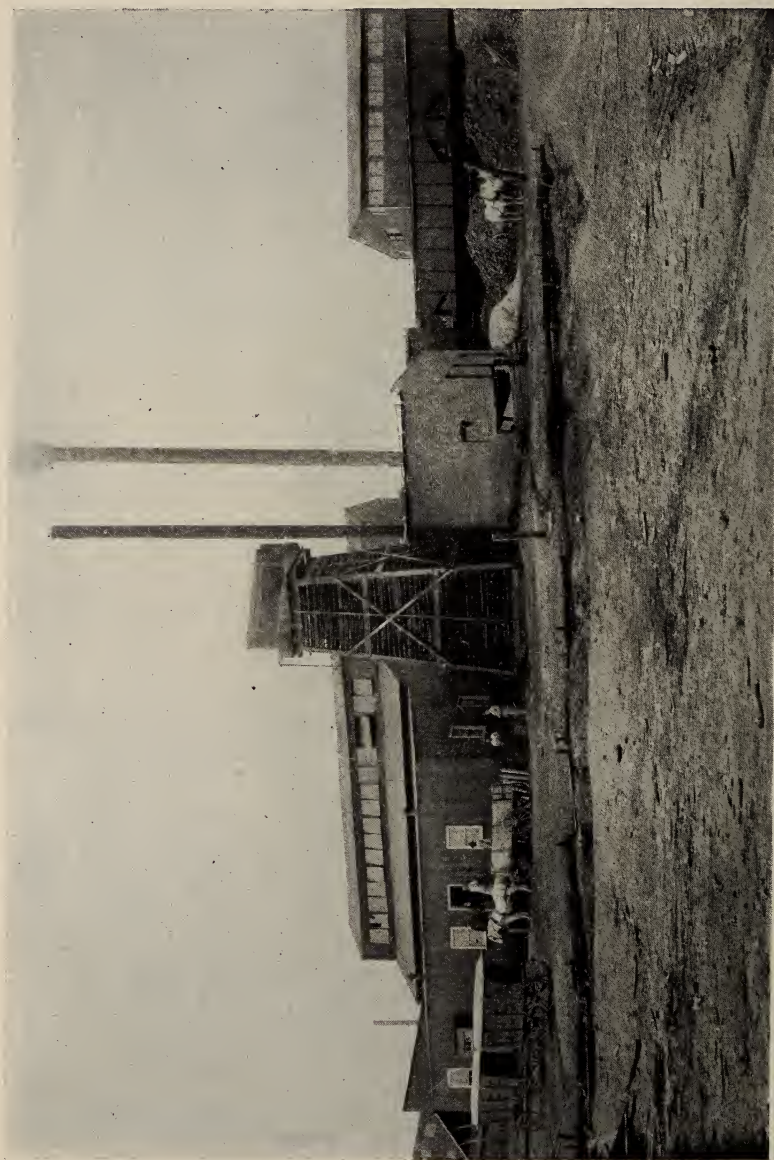


W. G. BURNETT

Wescott Roberson, vice-president, and W. G. Burnett, secretary and treasurer.

We can proudly say that there is no city of the State the size of High Point that has a better equipped or more progressive industry of this kind than we have, and its officers deserve credit for their progressive spirit.

Mr. Burnett, the secretary and treasurer, is one of the most capable business men in the State and his work with this company has proven to be very valuable indeed. He always has its interest at heart and does everything to please the custom. This has been appreciated in consequence of which the business has grown from year to year. Mr. Burnett takes much interest in everything which tends to the progress of the community.



PEANT OF HIGH POINT ICE & FUEL COMPANY

HILL VENEER COMPANY

In January, 1906, the Hill Veneer Company was organized here with ample capital to manufacture veneering on a large scale. The company erected a large plant on a spur of the Asheboro track in the heart of the manufacturing district. The company has been turning out goods in large quantities and finds ready sale for them here and elsewhere. The secretary and manager, Mr. J. C. Hill, is a practical man, having much experience in the wood working line. Dr. W. G. Bradshaw is president and treasurer. The company bids fair to become one of the largest in the community.

While this company has been in business only a short time it has built up a large trade, which is due largely to the hustling spirit of the management. It has among its customers the largest furniture plants in the South and bids fair to lead in this line of manufacture.

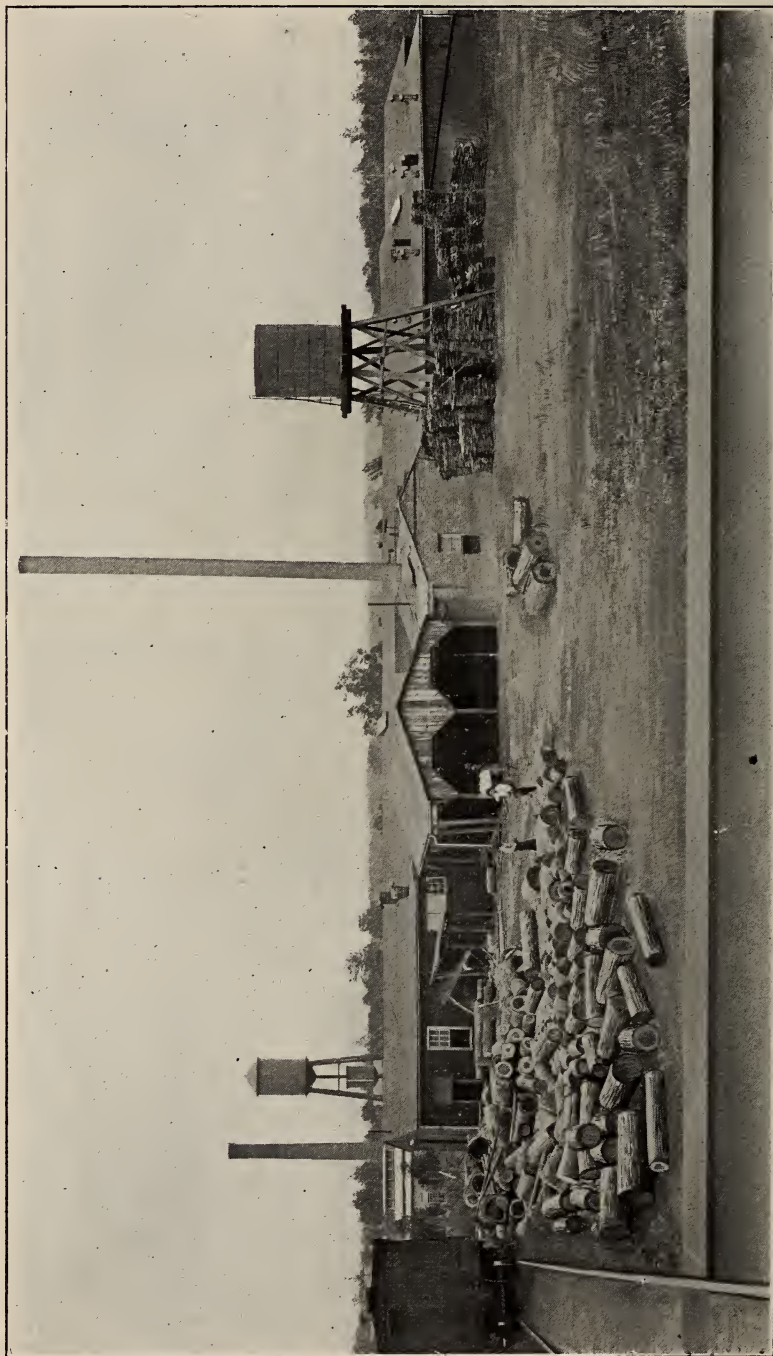
Rattan cut single ply veneer are the sole products of the company. To meet the growing demand for this class of veneers this



J. CARL HILL

company was organized in 1906. The company now cuts annually one and a half million feet of logs, turning out a yearly output of from three to four million feet of veneers and thin lumber is cut in thickness from 5-16 to 1-100. Poplar, oak and gum veneers form the principal output. This company was successful from the start, paying a dividend the first year of its operation.

The company has recently installed a new patent, dry kiln system and installed new machinery and expects to double its output next year.



PLANT OF HILL VENEER COMPANY

GLOBE-PARLOR FURNITURE CO.

One of the most successful plants in the community is that of the Globe-Parlor Furniture Co. It was organized in 1906 and in the beginning manufactured only the cheaper grades of upholstered goods. The business has grown and prospered each year until now the larger part of the output of the factory consists of the highest class of furniture. The trade of the company extends over a wide territory and the demand for their goods increases every year. The company manufactures couches, lounges, davenports, library suites, Turkish rockers and parlor suites. These goods are made in solid mahogany, imitation mahogany and quartered oak.

The quality of these goods has attracted attention throughout the country where the goods have been introduced and they do not



T. D. GILLIAM



A. S. CALDWELL

fail to please. The growth of the business is a demonstration that a good article, well and attractively finished, is in demand. This has been the experience of this company and now their plant is the largest of the kind in the South.

The affairs of this prosperous company are under the direct supervision of T. D. Gilliam, secretary and treasurer and A. S. Caldwell, Jr., general manager.

Mr. Gilliam is a young man of fine business qualifications and has succeeded well with the business under his supervision. He is possessed of good judgment and energy and plans well all of his business affairs. He not only looks well after the affairs of the company, but takes much interest in the affairs of the city, being a very useful member of the Board of Governors of the Manufacturers' Club.

Mr. Caldwell is the right man in the right place as manager, giving his attention to every detail of the work under his care and making a most valuable man in the responsible position he occupies with the company. He is a young man of good business talents and has a bright future.

THE UNION FURNNITURE COMPANY

The Union Furniture Company is one of the best in the South. Although it is one of the oldest plants here it can be said that its greater prosperity which it now enjoys has come about under the management of Mr. A. Sherrod, who is practically the owner of the plant. It was 1892 that Mr. Sherrod assumed control as secretary-treasurer, and the rapid strides the business has made is well known in the community and among the trade. Mr. Sherrod is a native of Martin county, N. C., where (at Hamilton, N. C.,) he followed the farming and mercantile business for a number of years very successfully. He was also the founder and secretary of the Hamilton Pants Manufacturing Company. By devoting his full time and energy in his official capacity, supplemented by safe conservative business plans The Union Furniture Company now ranks in prestige and business standing as one of the leading furniture manufacturing plants in the South.



A. SHERROD

From an annual output of some sixty thousand dollars in 1902, the sales of this company have increased to two hundred thousand dollars per annum.

This company is one of the best equipped plants in the South, having installed the very latest machinery, which has enabled them to increase their output to two hundred thousand dollars. They have also made a great improvement this year in installing a Sprinkler system, which protects the plant from being destroyed by fire.

The company's product consists of a good, well constructed staple line of Chamber Suits, Odd Beds and Dressers and Side boards.

This company feels greatly indebted to its many old customers, and greatly appreciates their splendid patronage from year to year which the company feels has made their growth and success possible.

The Union Furniture Company is also fortunate is having its lines represented by a splendid corps of salesmen, whose rela-

tions with the officials of this company have always been of the pleasantest kind.

Mr. Sherrod is numbered among High Point's most successful business men. He is possessed of a rare business ability and good judgment which is making him one of the most substantial men in the State. He is not only interested in his private affairs, but is a man of large public spirit and lends his influence and contributes of his means to everything that tends to the upbuilding of the community.

He has just completed one of the finest residences in the State.



SOUTHERN MIRROR WORKS

Among the latest industries established in our midst during the year 1912 is the Southern Mirror Works, owned and operated by Mr. Frank Wineskie, who, by reason of his extended experience and knowledge of the glass business and intimate acquaintance among the trade, bids fair to build up another large industry, giving steady employment to many high class mechanics at remunerative wages.

This factory is especially well located and equipped with the latest make in machinery and devices for the production of mirrors; only efficient and experienced workmen are in charge of its various departments.

To take care of his fast increasing business and to farther facilitate quick deliveries into certain territory Mr. Wineskie found it advisable to erect another factory at Winston-Salem, N. C., which is now in full operation.

Under Mr. Wineskie's direction the first mirror manufacturing plant in the South was established some eight years ago and during his management grew by rapid bounds to be the largest establishment of its nature in the South.



PLANT OF UNION FURNITURE COMPANY

THE WELCH FURNITURE COMPANY

The Welch Furniture Company, on account of its excellent management and the class of goods turned out it has always been considered one of the most successful furniture plants in the South, and its trade and influence is constantly on the increase. The success which has come to the plant has not been spasmodic, but is due largely to the excellent management under Mr. J. W. Harris, the secretary and treasurer and the largest stockholder.

The company was named for Mr. J. J. Welch, one of the most successful men in the community, a large property owner and a man who is interested in everything for the good of the town.

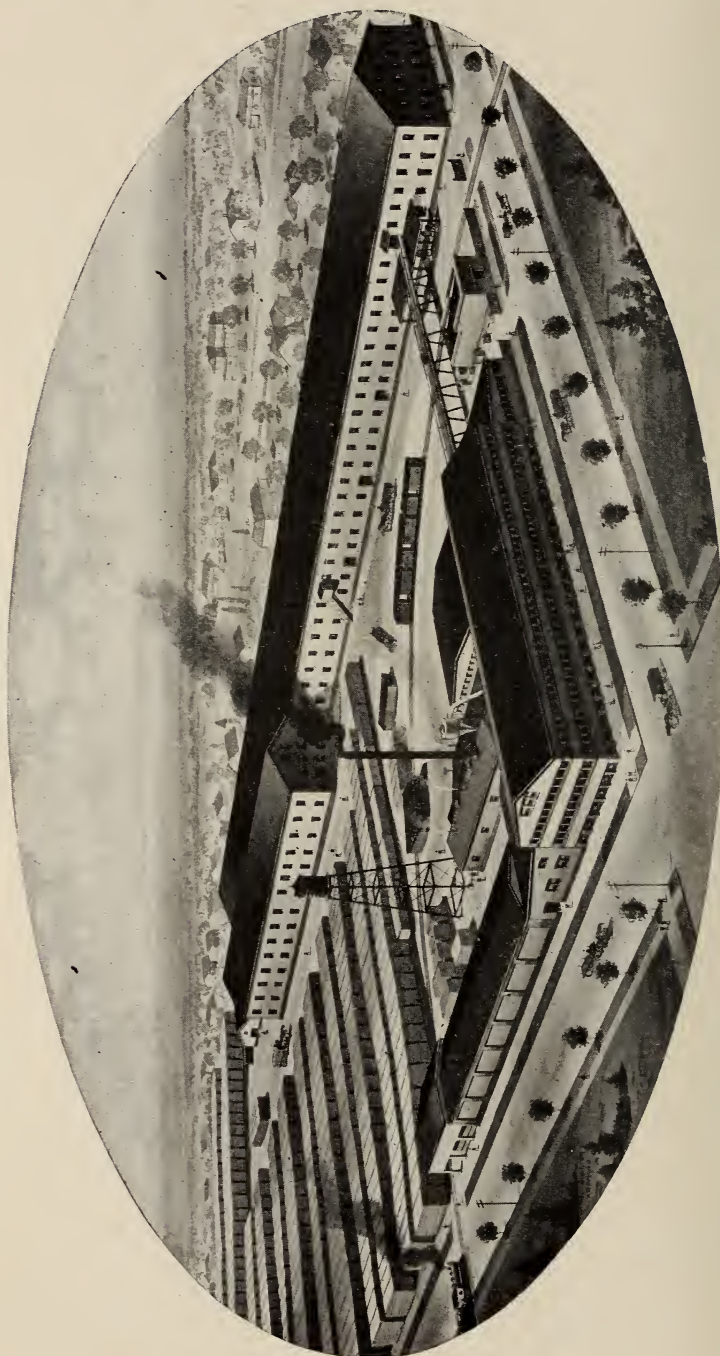
The Welch Furniture Company was organized in 1891, and commenced from the first with a large and substantial advantage, in that it was contributed of men who had already made a name in the world of business. Mr. W. P. Pickett is its president, a man of large capital and many years experience in the financial arena.

The sole management of the company has been in the hands



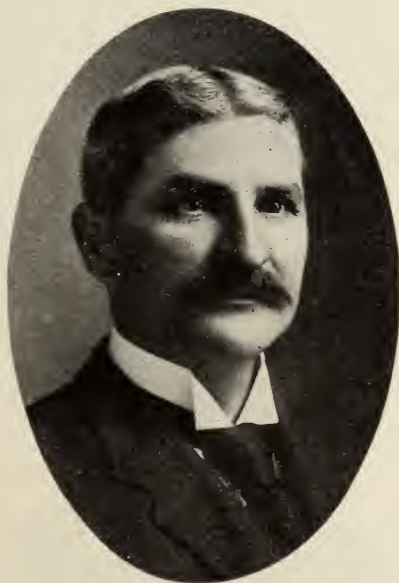
J. J. WELCH

of Mr. J.W. Harris, the secretary-treasurer, and he has made good in every department. Endowed with a superior executive ability, the phenomenal success of the company is a demonstration of the results of close attention and good judgment on plans well laid out. There are few business men who have conducted so large a business with the ease that has characterized the progress of Mr. Harris. He is not so demonstrative, but as sure as he is quick of discernment. Mr. Harris is yet a young man, but even before he entered the manufacturing world was known far and wide as a man of the keenest business insight. His business apprenticeship was made in the sphere of the traveling salesman, where he was known as affable, constant and pre-eminently successful. He always made himself essential to his house and was always welcomed by the trade. Had he decided to continue in this department of business life, he would have achieved much and made his fortune even there. But, like many successful men, he knew that if he succeeded for others he could do so for himself.



PLANT OF WELCH FURNITURE COMPANY

His judgment in this was not at fault. It was one of those lucky events which gave to High Point a permanent citizen, who from the very beginning demonstrated his ability in the manufacturing business. His management of the manufacturing and financial side of the Welch Company has been to the best degree satisfactory to its stockholders. Besides his splendid business qualifications, Mr. Harris is a man of large public spirit, and is every ready to lend a helping hand for the betterment of the body politic and the establishment of new enterprises which in his judgment will turn out to the advantage of the city. He is a director in the Commercial National Bank as well



J. W. HARRIS

as stockholder in other important and successful business ventures.

He is vice-president of the High Point Savings & Trust Co., another successful financial institution, president of Parker Paper & Twine Co., vice-president Ring Drug Company, director in High Point Perpetual Building & Loan Association. He was also one of the promoters of and is a large stockholder in the Marsh Furniture Company and is now its president.

Mr. Harris while a very busy man with his private affairs and the affairs of the institutions with which he is connected gives much time to public matters. He is a member of the Board of Governors of the Manufacturers Club, member of the official board of Washington Street M. E. church, and a director of the Pickett Cotton Mills. He is among the town's most useful and successful men.

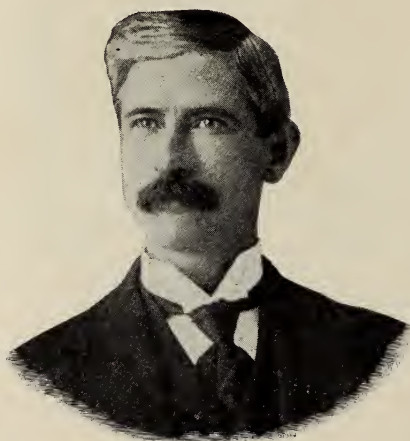
HIGH POINT CASKET COMPANY

With our many new enterprises comes the High Point Casket Company, chartered June, 1910, with an authorized capital stock of \$50,000, all of which will not be called for even this year.

B. H. Bradner, the successful grocer, is the president.

R. A. Wheeler, the secretary and treasurer, and Eugene Andrews the superintendent.

Of these officers R. A. Wheeler, the secretary and treasurer, is one of our older residents, having spent the greater part of his life in our city. He is now closing up his real estate business to re-enter the manufacture of caskets, etc., in which he was engaged for some years, up to about 1902. He, in connection with some others, established the old High Point Coffin and Casket Company, which he sold after successfully managing it for some years. It has been Mr. Wheeler's experience to establish and run business with a great big measure of success. But he says it seems a hard mat-



R. A. WHEELER

ter for him to keep a good one. Consequently he has established four or five successful enterprises in his time; all of which are still going. But he says the coffin and casket business is "for keeps" and he never expects to sell it.

Eugene Andrews, the Superintendent, is a coffin and casket man to the "manor born." While still a young man comparatively speaking, he has spent about twenty years in a coffin factory. Commencing as a boy to "ride on the dray" and "tail the planer" he has worked his way up through every department, and can today do anything there is to do about the manufacture of coffins and caskets. As superintendent he has had about twelve years successful experience; four with the old High Point Coffin and Casket Company, and about eight years with the Rankin Coffin and Casket Company. He is a man of discriminating taste, and won't stand for anything that is not altogether just right. Having considerable pride in his business, he allows no factory to get the better or more excellent or "classy" styles, regardless of where they come from, either North, South, East or West.

The line put out by this factory will be large and complete and right up to date. It will include many new and "classy" pat-

terns in both varnished and cloth covered caskets. They will also carry a full line of coffin and casket hardware, robes, and linings, and will be fully prepared to meet the wants of the trade in both quality and price.



EUGENE ANDREWS



RESIDENCE OF R. A. WHEELER

THE COLUMBIA FURNITURE COMPANY

The "Columbia Line" is known on every market as one of the best. Mr. Chas. Ragan, the manager, has succeeded in embodying style, finish, and durability in his goods at a moderate price.

This company is well located on the main line of the Southern Railway. It is finely equipped with the best machinery, and is constituted of factory building, finishing departments and ware-rooms, oil rooms, steam kilns, lumber yards and offices.

Its articles of manufacture compose an excellent line of medium and fine grade suits, odd beds, odd dressers and chiffoniers. No better goods of the style and grades produced can be found anywhere. These are the materilization of the ideas of Mr. Charles Ragan, the general manager, who is ever on the alert to note any change for the better in styles of furniture. His taste in this respect is known by all good judges of furniture. Consequent-



RESIDENCE OF CHAS. RAGAN

ly his salesmen have only to present the goods, and visiting buyers have only to see them and not the prices, at which they are offered. Immediately sales and large orders are inevitably the result. Many of the goods produced by this factory are in a class by themselves, being the most artistic expression of the furniture market's skill.

Mr. Ragan has been the general manager of this company for a number of years and has built up the standard of its goods every way.

He was educated at Guilford College, the alma mater of so many of High Point's business men. He is a young man of strong and excellent physique and is capable of any amount of work, which he has shown in his vigorous and unflagging attention to the business, the responsibilities of which rest upon his shoulders. Mr. Ragan takes much interest in public improvements.

FERD ECKER GLASS COMPANY

This company was the second to begin business here for the manufacture of mirrors, which are used extensively in the furniture trade. The plant occupies a large two story brick structure on Hamilton street. The plant is one of the best and the policy of the clever proprietor is popular with all of the trade. The business is owned by Mr. Ferd Ecker, a most practical man in the business. He gives the management his personal attention in every way and success is crowning his efforts. Mr. Ecker holds his custom well. He strives to give every one satisfaction, making this point the prime motto in his business. A business that pursues this policy will succeed.

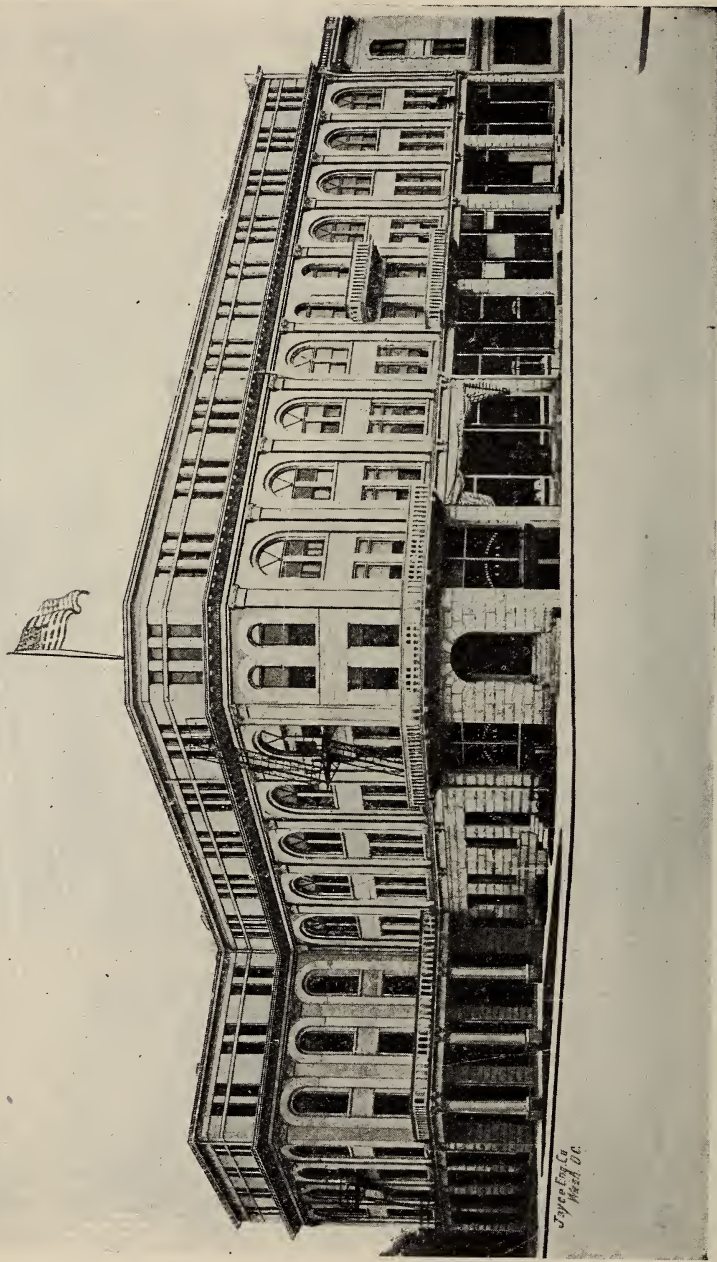


FERD. ECKER

The Ferd Ecker glass plant has steadily increased the volume of its business in High Point. Mr. Ecker was among the first who ever broached the subject of putting a glass factory here and made a visit to High Point for this purpose. This fact was appreciated by the local factories.

No man has ever made any stronger friends for himself and his business than Mr. Ecker. It can be said that he is one man whose "word is as good as his bond." Such principles carried out in his business have won for it a large patronage. High Point has no better citizen than Ferd Ecker.

Mr. Ecker has built a beautiful home in the Northern part of the city which is attracting attention on account of its substantial beauty.



THE ELWOOD, LEWIS WOODSON, PROPRIETOR

COMMERCIAL NATIONAL BANK

The Commercial National Bank, the oldest and largest financial institution in the community is known all over the State as one of the strongest institutions in the South. Its affairs are presided over by men of many years' experience in the banking business, besides being men who have met with success in their private business. The bank enjoys the confidence of the people wherever it is known, having had a remarkably successful record from the time it began business.

This bank occupies the rooms in that portion of the Elwood Hotel, which was built expressly for this purpose. The vaults are of the most modern structure and convenience. They are absolutely fire and burglar-proof. The bank has also a fine burglar proof safe that is not only the finest and most costly manufactured, but it is the wonder and admiration of all beholders. It has the triple time lock Howard movement and three fire and burglar proof doors. This equipment makes the storage of money and valuable papers in the Commercial safe beyond the shadow of a doubt.

Recently the interior of the bank has been greatly beautified having been refitted throughout at a cost of about \$4,000 making it



C. M. HAUSER

one of the most attractive banks in the South. The fixtures are of Sciana marble and the cage and furniture of steel with mahogany finish. The Lincrustra finish on the walls and the marble and dull brass trimmings make an exceedingly attractive setting.

This institution has been a great success from the day it opened its doors for business in 1891. The volume of its business has increased at almost a phenomenal rate. Depositors have increased in number and deposits in extent in a way most gratifying to the wide-awake men who constitute its officials and stockholders.

Its capabilities for bearing a severe strain at the same time being of great service to its patrons and friends were tested in 1893 and again in 1907, when many banks went under in the great business panic. At that time the Commercial showed that it was built upon solid foundations. Nobly it responded to call after call and tided over many enterprises that were caught in those dreadful years.

There is a feeling among the people who patronize the Commercial that so safe and conservative are the men in charge of its

laons and other paper that no panic is possible which could unsettle its financial foundation.

Since its beginning, the Commercial has paid regularly semi-annual dividends. Its surplus and profit account, as shown by the last report to the Comptroller of Currency, was \$115,000. The same report shows deposits to the amount of \$1,000,000. It shows also a grand total resource of over \$1,500,000.

Nothing could be more gratifying than this splendid showing.

The following compose its board of directors: W. P. Pickett, J. J. Welch, J. P. Redding, W. G. Bradshaw, F. M. Pickett, J. Elwood Cox, R. R. Ragan, J. W. Harris, H. W. Fraser and Dr. D. A. Stanton.

Of Mr. J. Elwood Cox, the highly gifted president, we have spoken several times in this book. His connection with the bank



V. A. J. IDOL

in this capacity is a source of strength to it. The public well knows that whatever he puts his strong shoulder to moves, and moves in the right direction. He is in the full height of his powers, and has large plans for the institution over which he presides.

One of the ablest and most useful men connected with any bank is Dr. W. G. Bradshaw, vice-president. He with Mr. J. Elwood Cox was instrumental in organizing the bank, gathering around it some of its strong supporters and carrying it along successfully. Dr. Bradshaw is a man of fine judgment, a man who thinks well and safely on all business matters of importance and his talents have done much in building up this strong institution.

The active vice-president, Mr. C. M. Hauser, has been connected with the Commercial since 1896. He is one of the best bankers in the State. He is a young man of fine presence, known integrity and splendid business judgment. In him, both patrons

and stockholders recognize a strong and admirable force in the conduct of their growing institution. His position is one of high responsibility, and full of work. Into it he puts great energy and capability. Mr. Hauser is interested financially and director in several manufacturing plants of the city and is counted among the most successful young men.

The cashier of the bank, Mr. V. A. J. Idol, is well worthy of the prominence he has won in financial circles. He accepted a position with the bank in 1902 as collector and has filled acceptably every position up to the responsible post he now occupies. He



HOME OF COMMERCIAL NATIONAL BANK

has been clerk, teller, assistant cashier, and a few months ago was elected cashier.

Mr. Idol is a graduate of the High Point Public schools and afterwards attended the University of North Carolina for two years.

Mr. Idol holds other responsible positions. He is secretary and treasurer of High Point Perpetual Building & Loan Association, a member of the firm of V. W. Idol & Co., and is interested in other business concerns of the city.

He is superintendent of the largest Sunday School in the city, Washington Street M. E. Church. He is popular with his friends and enjoys the confidence of all and gives promise of a most successful career.

THE WACHOVIA BANK & TRUST COMPANY

The Wachovia Bank & Trust Company was organized in 1893 and commenced business June 15, 1893. Its incorporators were among the best known business men of Piedmont North Carolina. These gentlemen saw the possibilities of banking along lines which were advanced over prevailing methods. They had in mind a bank which should be more than a safe place in which to deposit money—a bank whose equipment should be so complete in every detail that people would be attracted by it.

Thus realizing that the new conditions in trade demanded greater facilities in banking, these men of affairs organized the Wachovia Bank & Trust Company. In proof of their wisdom The Wachovia Bank & Trust Company is a very strong monetary institution—strong financially—strong in management—strong in



W. CHASE IDOL

having over 10,000 patrons interested in its welfare. It is the oldest and largest trust company and also the largest financial institution of any kind in the State of North Carolina.

Its capital stock is \$1,250,000, and its total resources are \$7,000,000, forming a bulwark of financial strength that few banks can equal.

Strong as the company is financially, it is equally as strong in management. Its board of directors, executive committee, and advisory board are composed of practical bankers, solid business men, and men distinguished in the professions.

Its savings department is an ideal place for the money of the thrifty, affording unquestioned security and paying interest on accounts of any amount from one dollar up. High Point, with its manufacturing interests offers opportunity for quick and safe investment of funds, thus enabling the bank to offer a liberal interest.

Its insurance department represents the best fire, life, liability, burglar, bonding and accident companies as agent. The capital of

these companies so represented, being more than twelve million dollars.

From the day of the opening in High Point almost daily growth has been noted. The company brought what was needed—strength, strong management, experience, the new banking powers, giving the laborer a place of deposit for his money, yet offering encouragement to lay aside for the day of need by paying a liberal interest.

As there is no better section than that found in the center of the great Piedmont section of North Carolina, likewise there is no better financial institution than the Wachovia Bank & Trust Co.



HOME WACHOVIA BANK & TRUST COMPANY

Mr. W. Chase Idol is the cashier of this institution and is managing its affairs with marked ability and success. He has been connected with the Wachovia Bank & Trust Company for several years, receiving his training in the home office at Winston. In coming to High Point he was in reality returning home, because he was reared within a few miles of this place. He is a son of Mr. W. H. Idol, a prominent farmer of this county.

Mr. Idol is counted one of the safest and most progressive bankers in the State although he is quite a young man. He watches closely the affairs of the bank as well as taking an interest in the patrons of the bank. Under his administration the business of the bank is gradually increasing. Those who know him best predict for him a brilliant future in his chosen calling.

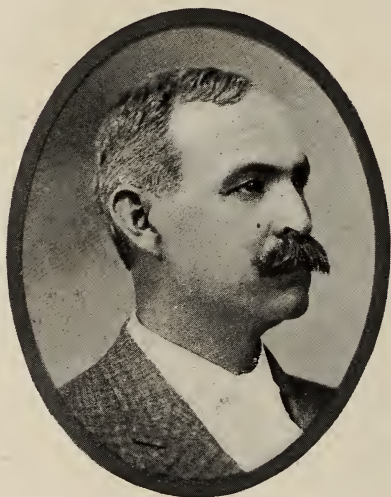
Mr. Idol is a graduate of Guilford College. He received his primary education in the High Point schools.

HOME BANKING COMPANY

This institution was organized in 1908 under the laws of the State of North Carolina. Although it is young in years it has become a financial factor in the community and numbers among its partons a large number of the best business men in the city. Its capital stock is \$50,000. Mr. T. F. Wrenn, formerly of High Point, now of Marion, N. C., who is spoken of elsewhere in the book, is president; Dr. J. R. Reitzel, 1st vice-president; Mr. J. C. Welch, 2nd vice-president; Col. D. H. Milton is cashier and H. E. Montsinger, assistant cashier.

The following compose its board of directors: Dr. J. R. Reitzel, J. C. Welch, George A. Matton, George T. Penny, J. A. Clinard and M. J. Wrenn.

This excellent bank occupies the building on the corner of North Main and Washington streets, one of the most desirable locations in the city for a bank. These magnificent banking apartments are finished in burnished steel bars encased in walnut.



T. F. WRENN

It has an up-to-date fire and burglar proof vault with time lock. The Home Bank has been a success from the day it opened for business.

The stockholders, all of them, are High Point men and look to the prosperity of the city. These gentlemen saw the possibilities and the need of a good Home institution of this kind and they have gone to work and equipped an up-to-date bank for the convenience of its home people, making it attractive and agreeable for its customers and friends.

Few financial institutions in the State have made so great progress in so short a time as this which is an indication that the bank has bright prospects before it. The management is very accommodating and exercising a cosmopolitan spirit in dealing with the people. The bank was instituted for the convenience and accommodation of all classes of people and it is deeply appreciated.

Mr. T. F. Wrenn needs no commendation at our hands as every one who knows him knows him as Tom Wrenn, whose success in life as a modest business man has not been surpassed in

the history of our city or state. He being president of the Home Banking Company makes it a Gibraltar within itself.

Col. D. H. Milton, the cashier is a native of Stanley county, N. C., and is well fitted for the responsible position. He is of a social turn and is well equipped in a business way to promote the interests of the bank. He has held several responsible positions in the state and nation. He was in the Treasury Department under the Cleveland administration and afterwards was chief clerk in the office of State Insurance Commissioner. For ten years he was deputy clerk of his county and also deputy sheriff.



COL. D. H. MILTON

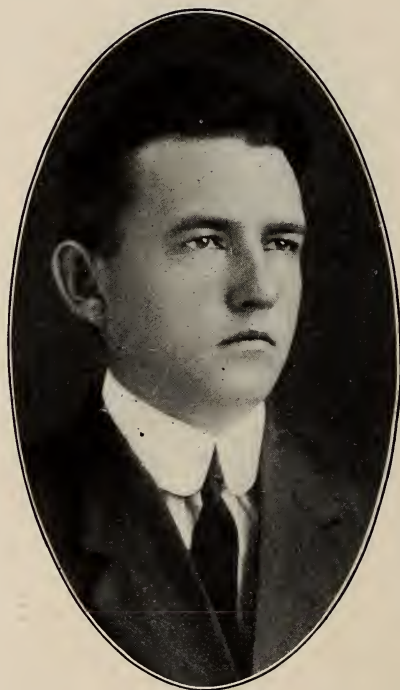
Col. Milton is a man of wide acquaintance both in and out of the state and will do much towards advancing the interests of the bank.

He is not only a safe financier but has the faculty of making friends for the institution. He is ably assisted in the bank by Mr. H. E. Montsinger, assistant cashier. While Col. Milton does not carry politics into his business he has for many years been a leading spirit in the party of his choice in the State. He has made many friends in High Point and is always ready to accommodate them, and would be glad at any and all times to meet them.

BANK OF COMMERCE

One of the strongest financial institutions in the city as well as one of the most useful is the Bank of Commerce. This bank was organized in the spring of 1912 and took over the N. C. Savings Bank & Trust Co., increasing the capital stock to \$100,000. Under the new regime the business of the bank has greatly increased, both as to individual deposits and volume of business and the outlook for a continued enlargement of the business in every way is very satisfactory to the officials.

The bank occupies the handsome six story building, the tallest in the city, which building is the property of the bank. It has



H. A. MILLIS

every facility for convenience and safety and is attractive to the public.

The stockholders of the bank include some of the most prominent men in the community, financially strong and connected with some of the most successful enterprises in the community. They have planned to make one of the strongest financial institutions in the State.

The president of the bank, Mr. O. E. Kearns, is well known here as a successful manufacturer and is a financier whose influence will be felt in the community even in a larger degree than it is now, as it is a well recognized fact that he has special ability in this capacity. He is a man of executive ability, of quick perception, keeps his own counsel and brings about results.

The cashier of the bank, Mr. H. A. Millis, is a young man well qualified for the responsible position he occupies. He is careful and painstaking in his methods, of good judgment and safe in all of his transactions and is doing valuable work for the institution.

While he is a young man in years he is a business man of experience and has been successful in his affairs.

The following comprise the board of directors: J. H. Millis, J. H. Adams, S. L. Davis, O. E. Kearns, J. C. Siceloff, N. C. English, S. L. Davis, A. M. Rankin and Robt. Brockett.

J. H. MILLIS

One of the most prominent as well as one of the most successful business men in High Point is Mr. J. H. Millis. He came to High Point when quite a young man and engaged in the merchandise business and was successful. For many years he was a member of the firm of Ragan, Millis & Co., the leading firm of the community. Later on Mr. Millis became interested in manufacturing. He has been connected with several of the furniture factories as an officer and stockholder. He yet retains his interest in some of the companies.

He has practically retired from active work at the desk, yet he is at the head of some of the largest industries here. He is a leading factor in the High Point Hosiery Mills and whose success has been so marked. Mr. Millis is also interested in banking and is a large stockholder in some of the financial insti-

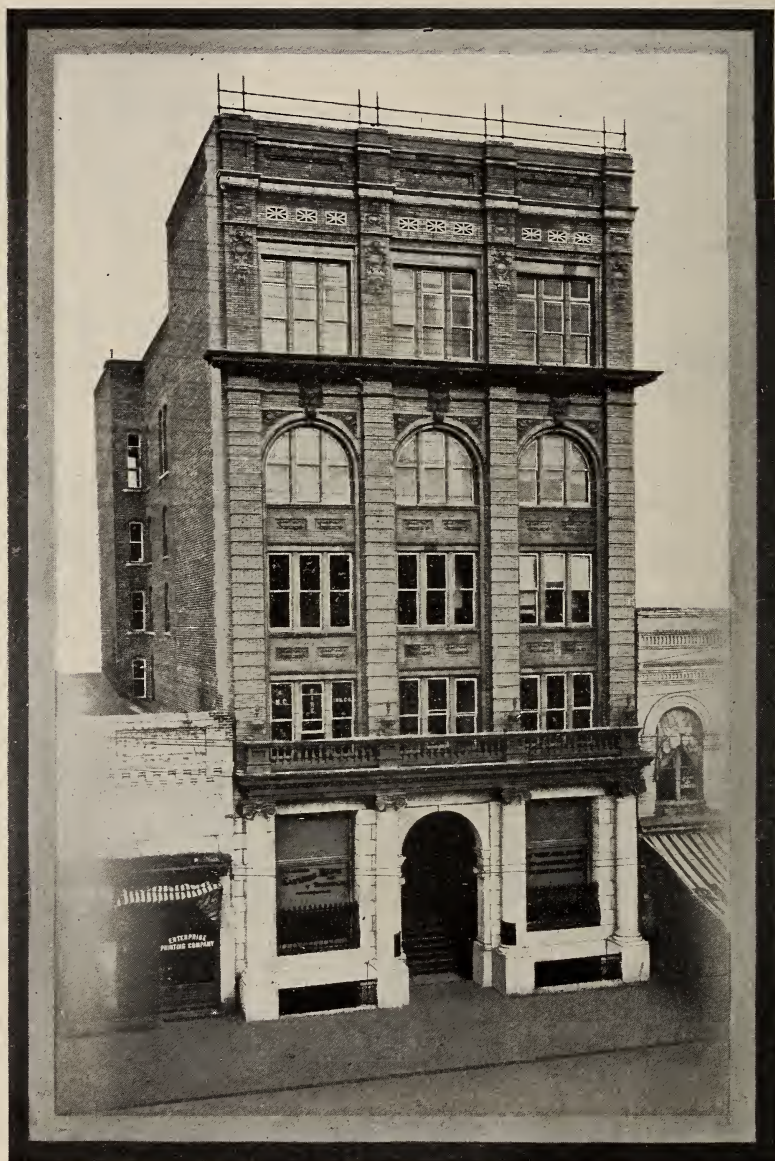


J. H. MILLIS

tutions in Piedmont North Carolina. He is considered one of the strongest men financially in Guilford county. He is a very modest man, keeps his own counsel and brings about large results. He is a very popular man among his friends and has done a great deal to aid young men starting in life, when there was nothing in it to him except the satisfaction he gets from knowing that he helped some one.

Mr. Millis has two sons, H. A. Millis and J. Ed Millis, both of whom are in business in High Point and are doing well.

There is a strong affection between father and children, their companionship and business associations being worthy of note. The young men have even a brighter business future before them than their father had as a young man and give promise of accomplishing as much. They are justly popular in this community where they were reared.



BANK OF COMMERCE BUILDING

CAROLINA LOAN & REALTY COMPANY

This is, without doubt, one of the strongest and most active companies in our city, dealing exclusively in real estate, loans, stocks and bonds. A business, the efforts of which have been crowned with success from the very beginning, is the Carolina Loan & Realty Company.

The secretary and treasurer of this company is Mr. George T. Penny, whose record as a financier and real estate dealer is hard to equal.

This young man began business in High Point only a few years ago on a small scale. He has pushed his way along so successfully that today he is known as a great financier and handles more real estate than any man in the South. His sales in the South alone last year amounted to over \$2,500,000. His services are in demand throughout the North and



GEO. T. PENNY

South, and he has a record of never having made a failure on a sale of lots at auction, which is a special line of his company.

Mr. Penny has a twin brother, J. C. Penny, president of the American Realty & Auction Company, of Greensboro, N. C., who assists him in his auctioneering. They are well known all over the United States as "Penny Brothers, the Twin Auctioneers," who turn real estate into cash quick. It is often said that Penny Brothers, "The Twins," who manage the auctioneering department of these companies, are the strongest auctioneering force in the world.

The Carolina Loan & Realty Company has ample capital to promote any deal on a large scale, being one of the strongest firms in the State.

Mr. Geo. T. Penny gives the business much of his attention along with his other business. He is the organizer, president and

general manager of the Southern Live Stock Insurance Company, and director of the Home Banking Company, which he also helped to promote.

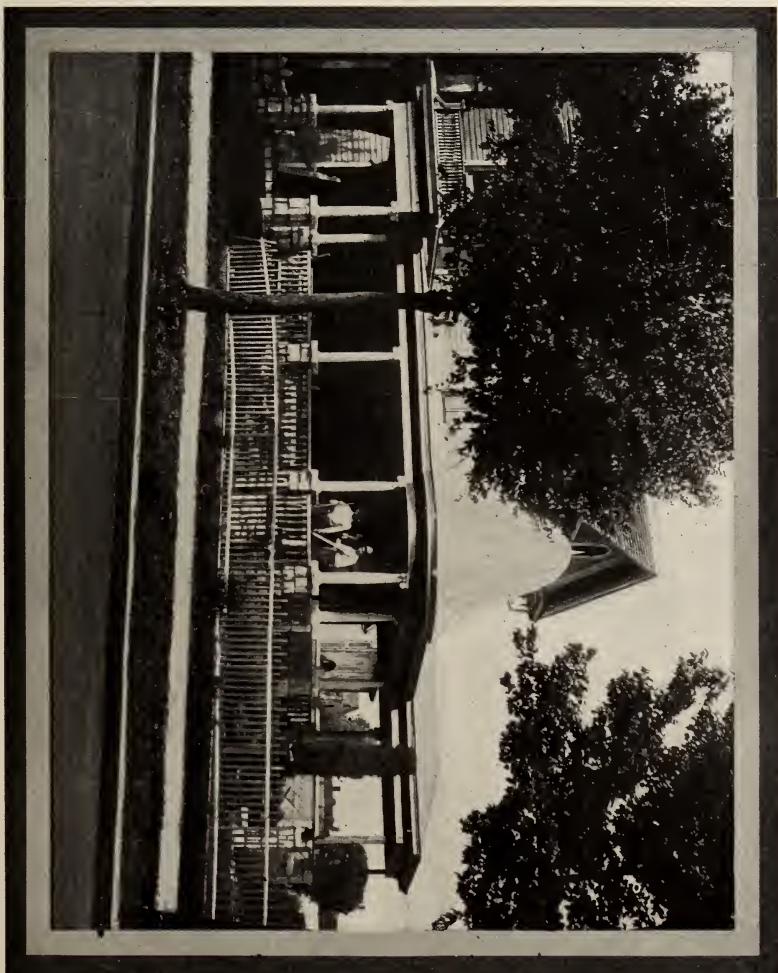
The president of this company is Mr. Thomas F. Wrenn, who started in High Point as a boy in the mercantile business and has managed his affairs in such a skillful and business-like manner that today he is one of the wealthiest men in the State of North Carolina. He has had a remarkable career as a manufacturer and banker, unequalled by few of his age. He was one of the first organizers of the furniture factory in High Point, and conducted this factory successfully for several years.

He decided to move to Marion and continue the manufacturing business and at this point he has made his wonderful success, not only in the manufacturing business, but as a banker and financier. He organized a bank at Marion a few years ago and became its president. The bank has prospered ever since the first day of its organization. In 1908 he was instrumental in organizing the Home Banking Company of High Point with a capital of \$50,000, which helped our city, and has proven to be one of the most prosperous. He is a stockholder in four of the leading banks of this city and a number of others throughout the State. He is a stockholder in some of the largest cotton mills and wood-working enterprises in the South.

Mr. Wrenn is a self-contained, modest man, far more so than most men of his vast wealth. He is yet a comparatively young man, and he alone knows of the opportunities that lie before him, and this company, in the industrial world.



PLANT OF SHIPMAN ORGAN COMPANY

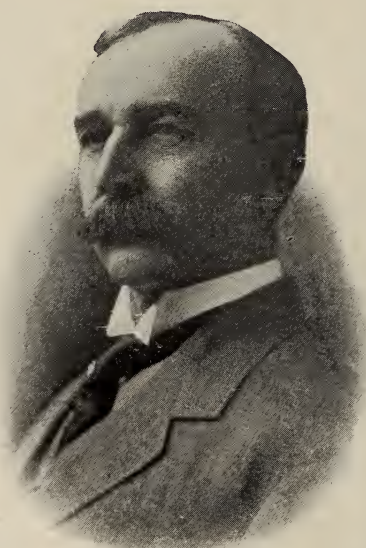


RESIDENCE OF GEO. T. PENNY

J. ELWOOD COX

Banker and Manufacturer

One of the best known business men in North Carolina is Mr. J. Elwood Cox, president of the Commercial National Bank, manufacturer and capitalist. High Point considers him one of the leading spirits of the community who has not only succeeded himself, but whose services both of a public and private nature have been of untold benefit to the community. Few men have been more active in the building of the State and his success, ability and character is recognized by all who know him. Mr. Cox has always confined his efforts to private business, but in 1908 the Republican party recognizing in him strength of character and ability tendered him the unanimous nomination for Governor. He received the largest vote at the polls of any candidate nominated by his party, polling 15,000 more votes than his predecessor.



J. ELWOOD COX

High Point has indeed been fortunate in having the business endowment of such a man associated with its progress. The city coveted the best gifts when it lured by its natural charms this gentleman to cast his lot here. From the far eastern county of Northampton, a county which has given many notable men to the Old North State, Mr. Cox came to Guilford College where he was educated and afterward moved to High Point, while yet a mere youth. After receiving his education at Guilford College, the Business College of Baltimore and at Earlham College, the famous Friends' College of Indiana, he taught for a short while, but he soon heard the summons to the arena of business. The South had just begun to arouse itself to new energies, and had begun to set in motion forces which have made the last quarter of a century one of phenomenal growth and enterprise. Mr. Cox put himself in line with the manufacturing interests. This was in 1883. At that time he associated himself with Capt. W. H. Snow in the manufacture of spokes and handles, shuttleblocks and bobbin-heads. In a short time Capt. Snow retired from the business and



RESIDENCE OF J. ELWOOD COX

Mr. Cox became sole owner. By his wonderful skill, able management and unwearying energies, he placed the crown of great success upon his work. Where others had failed in various parts of the State he had succeeded. In order to get material for his factory he placed small mills in various parts of the South. He soon ran up the figures on his annual business fifteen hundred per cent. The mills of New England and other parts of the world became attracted to the business on account of the high quality and excellent finish and reliability of the article turned out. For years they have taken his whole output and have been glad to secure it. Some years ago Mr. Cox sold out his spoke and handle business and has confined his factory to bobbin-heads and shuttle blocks.

Although he laid the basis of his large fortune in this business, Mr. Cox has been interested financially in many of the successful enterprises of the city.

He is a director in the Greensboro Loan & Trust Co., director in the Virginia Trust Co., of Richmond, director in the First National Bank of Thomasville, the Jefferson Life Insurance Co., and is trustee of the Guilford College endowment fund, the latter position carrying with it much responsibility.

In 1891 Mr. Cox with Dr. W. G. Bradshaw, organized the Commercial National Bank, now the largest bank in the county. At the beginning the capital stock of the bank was only \$50,000, now capital, \$150,000, surplus, \$125,000, deposits, over \$1,000,000. But it has continually grown in strength and usefulness. Mr. Cox has been president of the bank since it was chartered, ably assisted by Dr. W. G. Bradshaw, either as cashier or vice-president. He has offices in other furniture and manufacturing companies. He is a man of great public spirit. To see High Point move forward in its march of progress, stimulated him to build the Elwood hotel, one of the best in the State.

Mr. Cox is a member of the Executive Council of the American Bankers' Association, an honor which is a recognition of his prominence and ability.

Mr. Cox finds time in his busy life to aid other institutions. He is president of the Board of Trustees of Guilford College and has been instrumental in securing a large endowment for the college as well as erecting substantial buildings.

Mr. Cox's acquaintance extends widely outside of his native State, having among his customers and friends many foreign houses. This was responsible largely for his endorsement for ambassador to a foreign country which President Taft signified his desire to tender him, but which Mr. Cox informed the President he could not accept.



PARKER PAPER & TWINE COMPANY

One of the best managed supply houses in the State is the Parker Paper & Twine Company of this city. It has only been organized a few years and yet it has succeeded in building up a business of which a much older company might be proud. This is due to the excellent management of the business by Mr. W. T. Parker.

The plant occupies a spacious building on the Asheboro railroad, with side tracks to the warehouse, a well regulated wholesale house. The company has a paid in capital of \$10,000 and carry by far the largest stock and best assortment of paper, of any house south of Baltimore, Md.



W. T. PARKER

Mr. Parker was born in Perquimans county, N. C., where he spent his boyhood days. For the past 20 years or more he has been residing in this vicinity with the exception of a year or so when he resided in Baltimore, Md. Up to the time he went to Baltimore he was engaged in the manufacture of shoes at Archdale, N. C. In this business he spent several years rendering valuable services to that well known company. Mr. Parker has associated with him as stockholders several of the leading capitalists of the state, and his success in spite of two years of panic and hard times which set in just two months after he had launched his company indicates that he has laid the foundation for a large and prosperous business. He is one of the city's wide-awake business men and interested in every movement for the progress and betterment of the community. Mr. Parker takes much interest in public affairs.

DR. W. G. BRADSHAW

One of the best known citizens of High Point is Dr. W. G. Bradshaw who has been identified with the interests of the community for the past 30 years. He has been the prime mover in the inauguration of some of the largest and most prosperous institutions of the city and has ever been one of the leading spirits in building up the community. He has been ever active in civic affairs and his work will live for many years to come. He is progressive in his ideas, a man of strong convictions and possessed of fine executive ability. He has been instrumental in bringing into existence many of the institutions which are today the pride of the community.

For many years Dr. Bradshaw devoted his time to banking after having promoted and organized the Commercial National



DR. W. G. BRADSHAW

Bank of which he is now vice-president. Following this he conducted successfully for 10 years the largest furniture factory in the South, until a year or so ago his health began to fail. He is now president and treasurer of the Hill Veneer Company.

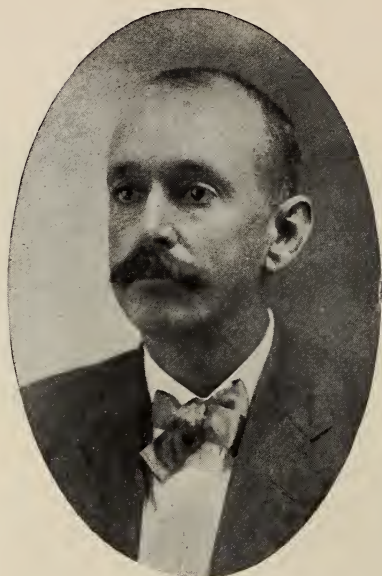
Dr. Bradshaw has always been interested in county and State affairs. For several years he has been a member of the Board of County Commissioners and was only recently endorsed for another four years term. He is a member of the Board of Trustees of Trinity College, a member of the Board of Stewards of Washington M. E. Church and takes a leading part in both state and general conferences. Throughout the State, as at home, Dr. Bradshaw has many strong friends who admire him for his fine qualities as a man and value him as a true friend. For many years he has been a leading spirit in the affairs of the community and its representative on the outside.



RESIDENCE OF DR. W. G. BRADSHAW

D. H. HALL

One of the best mechanics in the State is Mr. D. H. Hall, who conducts a business which brings his services in demand all over the State. He is a decorator, plasterer and road builder and while the business is individual he has a large number of employees and often carries on several contracts at a time in different parts of the



D. H. HALL

State. Mr. Hall uses the latest road building machinery and his work is equal to the best.

Mr. Hall is among High Point's successful business men. He has erected a nice home and beautified the grounds.

Mr. Hall is almost indispensable to a growing city like High Point and his efforts are fully appreciated. Not only in High Point has he placed his valuable work, but many towns in the State have had the benefit of his knowledge in his special line.

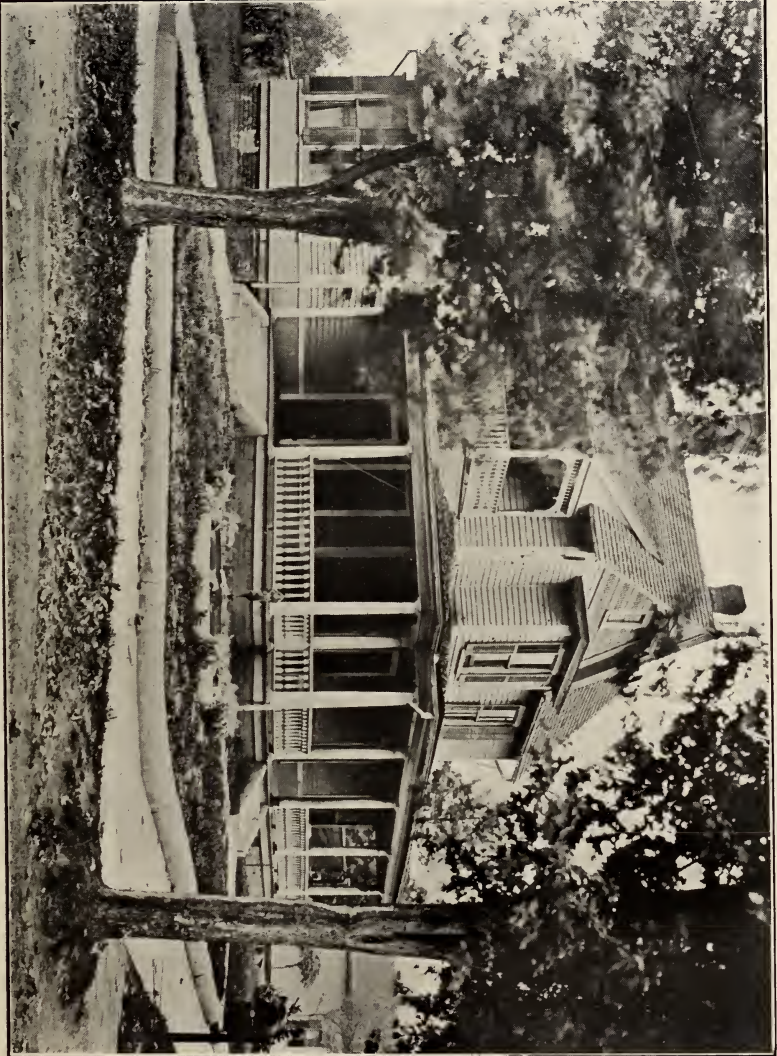
NORTH STATE TELEPHONE COMPANY

The North State Telephone Company and its allied exchanges cover the Piedmont section of North Carolina. The numerous surrounding towns including Greensboro, Winston-Salem, Concord, Salisbury, Asheboro, Lexington, etc., are connected with High Point through copper toll lines. The service which is of the highest standard has been extended every year until now there are 1300 subscribers at High Point. The system is strictly Independent and has no connections whatever with the Telephone Trust.

The company does a good business and has the loyal support of the people.

The following are the officers: W. H. Ragan, president; W. H. Townsend, secretary and treasurer; J. F. Hayden, manager.

Board of directors, W. H. Ragan, W. P. Pickett, J. S. Welborn, C. C. Muse, W. L. Stamey, J. F. Hayden and A. B. Horney.



RESIDENCE OF D. H. HALL.

MR. W.H. RAGAN

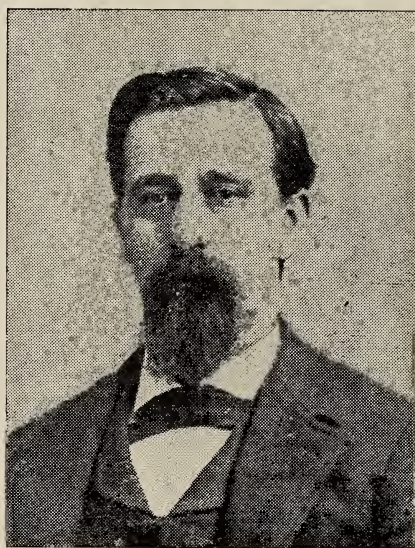
One of High Point's best known citizens and most successful business men is Mr. W. H. Ragan. He began business here when High Point was a small village and has been closely identified with its interests ever since. For years he was a member of the firm of Ragan & Millis well known at the time over the State.

He is today largely interested in the manufacturing business here and elsewhere.

He is secretary and treasurer of several large manufacturing plants and a stockholder in many more.

He was born in 1846 in Randolph county. His father moved to Guilford county when he was about 14 years old and commenced farming and merchandising nine miles southeast of Greensboro.

In 1860 Mr. Ragan went to Franklinsville, N. C., to learn the cotton milling business and worked there until 1865.

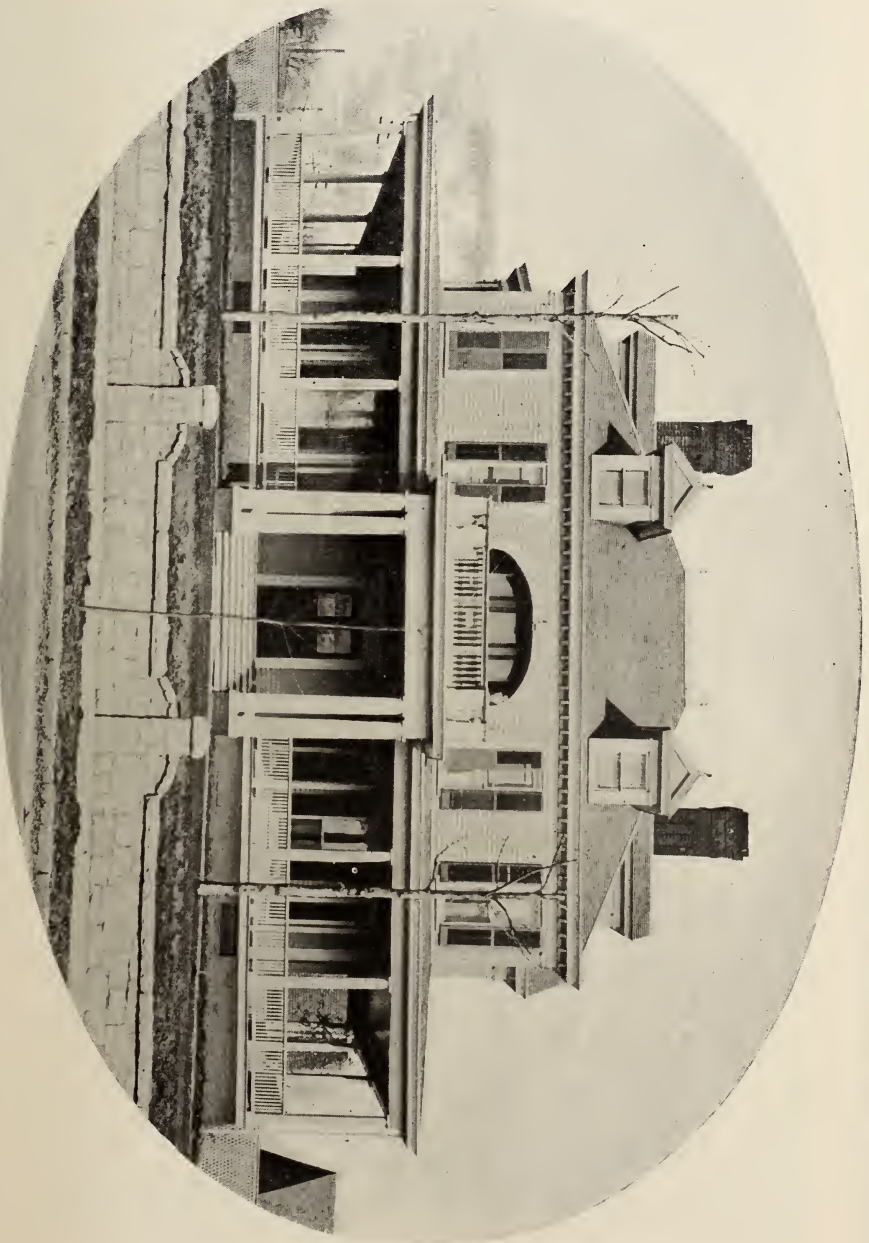


W. H. RAGAN

He came to High Point in 1866, and went into the mercantile business, being one of the firm of Pleasants, Ragan & Co. Mr. Ragan was one of the most successful merchants and business men in the county. He was secretary and treasurer of Eagle Furniture Company for six years. He is president of Oakdale Cotton Mill, at Jamestown; president Mt. Pleasant Cotton Mill, at Kimesville; director in Southern Chair Company; director in National Bank of Greensboro, and chairman executive committee of the A. and M. College, Raleigh, N. C.

He has been a very successful business man in all affairs. He was one of the county commissioners, being chairman of the board for ten years and the county prospered under his administration.

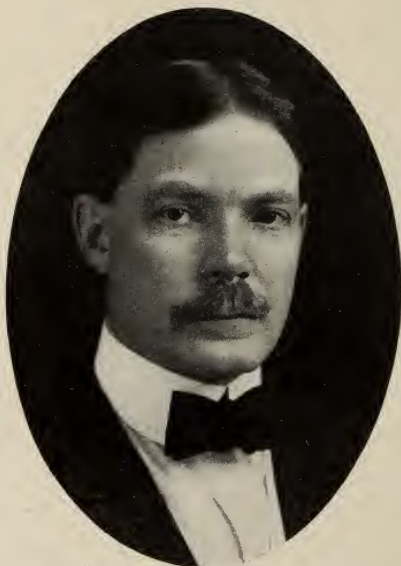
Mr. Ragan is one of the city's most popular business men and is doing much for the progress of the community.



RESIDENCE OF W. H. RAGAN

THORNWELL HAYNES

Thornwell Haynes is spoken of in "Who's Who" as a South Carolinian. He is an A. B. of Wofford College, Spartanburg, S. C., and an A. M. of Vanderbilt University, Nashville, Tenn. For six years he was principal and superintendent of South Carolina schools until appointed in 1900 by President McKinley as American consul in France. His residence in this country was at Rouen, where he remained five years, at the end of which time he was promoted to the important post at Vladivostock. But the Russian Japanese war prevented his assuming duties there and he was transferred to the post at Nanking, China, one of the most impor-



PROF. THORNWELL HAYNES

tant in the Far East, because of its historical connections as the old southern capital of the Middle Kingdom and of its containing in its consular district more people than any other consulate.

After remaining in China two years Mr. Haynes was promoted as consul general to Singapore, the seventh largest shipping port in the world. There he remained two years, the last one of which, because of the deleterious climate there, his family lived in America. Discontented with this enforced separation he returned to America to take up his left-off profession—that of educator. For two years after his return he was superintendent in South Carolina, after which, in 1911, he came to take charge of the school of High Point. Mr. Haynes is author of a life of Benjamin Tillman, and a contributor to leading magazines.



RESIDENCE J. P. REDDING

THE SOUTHERN FURNITURE JOURNAL

The Southern Furniture Journal is published at High Point. It is a handsomely printed and elaborately illustrated periodical of a hundred pages or more, and while its circulation is principally in the South and Southwest, it is well known and regularly read in all parts of the United States and in foreign countries. It has been—and is— an important factor in the development of the furniture industry of our city and the whole of Dixieland. Throughout its career it has been distinguished by its progressiveness.

The founders of the Southern Furniture Journal were Wilber Jones, J. J. Farriss and H. W. Kronheimer. Mr. Konheimer was editor and Mr. Jones was manager until June 16, 1911, when Mr. Jones died suddenly while attending a meeting of the North Carolina Retail Furniture Dealers' Association at Asheville, N. C. Following the sad taking away of one so active and successful in the affairs of the publication, the owning company was reorganized with J. J. Farriss as president, Mrs. Minnie V. Jones, vice-president, and H. W. Kronheimer, secretary and treasurer. To the latter's duties as editor was added that of manager, in which he is assisted by Mr. Farriss.

The strong position of the Southern Furniture Journal is due to the ability it has always shown and to the enterprise it has always displayed under all circumstances. It has met every reasonable demand on it, and perhaps more. It is a source of gratification to its friends that it is generally recognized as one of the three best trade papers in the entire furniture trade. High Point is justly proud of the Southern Furniture Journal, and readily concedes its powerful influence in promoting the growth and prosperity of our city.

PEOPLES HOUSE FURNISHING CO.

One of the largest retail furniture stores in the South is conducted in High Point—The Peoples House Furnishing Co., which is under the personal management of D. N. and Chas. Welborn, the active officers of the company. The company is just now occupying their handsome new quarters on Main street, said to be one of the largest and prettiest retail establishments in the the South. It is practically 3 stories, all glass front and measures 50x140, handsomely and attractively designed especially for this business.

Peoples House Furnishing Co. not only enjoys a large patronage but their business of house furnishing extends all over the South. The company carries a fine and well selected stock of everything needed in a house. While the retail part of the business is large the sales from catalogues in filling orders amounts to much during the year. This store is one of the show places of the city.



RESIDENCE OF G. H. KEARNS

HON. WESCOTT ROBERSON

One of the most successful attorneys in Western North Carolina is Col. Wescott Roberson, who has been practicing law in this city for 12 years.

He was born at Chapel Hill where the State University is located, from which he graduated in the class '96. Afterward attending the Law School of the College and completing his studies in 1898, when he took up his residence in High Point and commenced the practice of his chosen profession.

The style of the firm is now Roberson & Barnhart, the junior member being Mr. C. C. Barnhart, a native of Guilford County.

Among other clients they represent the Southern Railway Co., Carolina & Yadkin River R. R. Co., North Carolina Public Service Co., Southern Bell Telephone & Telegraph Co., Wachovia Bank & Trust Co., and many of the local factories of High Point.



HON. WESCOTT ROBERSON

Mr. Roberson is chairman of the Board of Directors of the High Point branch of the Wachovia Bank & Trust Co. as well as a member of the board of directors of the parent institution. He is also a director of the Southern Car Co., vice-president of the High Point Ice & Fuel Co., as well as director in several other local industries.

His legal ability and personal integrity of character, his keen business intelligence and careful attention to the affairs of his clients have raised him to a high place in the confidence of the citizens of High Point and his business associates. He has been retained as counsel by many large corporations and firms and has been a prominent factor in many notable cases. He is acknowledged to be one of the leading lawyers in the State which has produced many men who have been and are a credit to their profession and rank high among the best lawyers in the country. The greatest



RESIDENCE OF J. H. ADAMS

and most active members of the bar of North Carolina accord him a meed of praise second to none and his counsel is eagerly sought on many important questions.

Col. Roberson more than once refused a flattering offer to make his home in larger cities as leading counsel for large corporations.

Col. Roberson represented Guilford county three times successively in the General Assembly and had a bright future politically, but he voluntarily gave up politics for a strictly legal career in which he has met with marked success.

HON. W. P. RAGAN

In politics he is a Republican and in religion a Quaker.

In 1902 he was nominated for the State Senate by the Guilford county Republican convention, and while defeated, he led his ticket by about 500 votes. He has canvassed Guilford and adjoining counties for the interest of the Republican party in every campaign since 1894.

When the new charter was granted the city creating the office of Recorder, Mr. Ragan was elected to this responsible position



HON. W. P. RAGAN •

and held the position with credit to himself and the administration until he was appointed postmaster.

Mr. Ragan was appointed postmaster by President Taft in February, 1910. So universal was the desire that he receive the appointment that there was very little opposition and the fine record he is making in the office shows that the public was right in and largest trust company and also the largest trust company and their estimate of his character and ability.

Mr. Ragan is a lawyer of ability and has a large practice, being the senior member of the firm of Ragan & Gallaway.



RESIDENCE OF DR. H. C. PITTS

THOMAS J. GOLD

One of High Point's most successful lawyers is Mr. Thomas J. Gold. Coming to High Point in 1905, he has achieved merited success both in the practice of his profession and in his official duties as Judge of the Recorder's Court for the city of High Point, which position he has held since May, 1911. In the Democratic primary for Guilford County, held in April, 1912, Mr. Gold was a candidate to represent Guilford County in the State House of Representatives for 1913 and was nominated by a large majority. In October, 1908, he was appointed receiver with Mr. Lyon of the Peoples' Building and Loan Association, an institution having more than five hundred stockholders and owing \$100,000.00. Under their careful and painstaking management the debts of the as-



HON. THOMAS J. GOLD

sociation have been paid down to \$30,000 and its assets have been conserved and protected in such a manner as to reduce loss to stockholders to a minimum. Mr. Gold is thirty-three years old, was married in April, 1907, to Miss Nina Wheeler. Their two children are Thomas J. Gold, Jr., and Robert Wheeler Gold. In the year 1903 Mr. Gold graduated at the University of North Carolina, completing the law course in 1904. He is a member of the law firm of Gold & Edmonds, consisting of himself and Mr. W. R. Edmonds, a man of high character and splendid legal attainments. This firm has a large practice and bids fair to be one of the leading law firms in the Piedmont section of North Carolina. Their offices are rooms No. 203-205 Bank of Commerce Building.



RESIDENCE OF R. B. STRICKLAND



RESIDENCE OF C. C. MUSE

MR. J. E. KIRKMAN

The subject of this sketch, Mr. J. Edward Kirkman, has been connected with the manufacturing business here longer than any of the original High Point citizens. He has lived in High Point since he was a boy, receiving his primary education in the schools of the town. When a young man he began with the first manufacturing plant here what is now known as the Snow Lumber Company. He assisted in erecting for Capt. W. H. Snow a small wood-working plant, then owned by Capt. Snow. Mr. Kirkman conducted this plant. The name of the plant was afterwards Snow & Patten, then Snow & Dalton and then by the present huge corporation, Snow Lumber Company. In this latter company Mr. Kirkman is one of the largest stockholders and has been the efficient superintendent for years. He has been a close student as to the needs of the company and has contributed much to its success.



J. E. KIRKMAN

Mr. Kirkman is also interested in many other enterprises in the city, being a stockholder in the Southern Chair Co., Rankin Coffin & Casket Co., Dalton Furniture Co., Giant Furniture Co., High Point Milling Co., N. C. Wheel Co., Commercial National Bank, Bank of Graham and the Bank of Randolph. In most of these Mr. Kirkman is an officer. This shows that Mr. Kirkman has contributed largely to the upbuilding of his community.

Mr. Kirkman has served his town twice in the capacity of Alderman and in 1910 he was chosen a member of the General Assembly by a large majority over his opponent. In 1908 Mr. Kirkman was a delegate to the National Democratic Convention which met at Denver, representing the Fifth District. He takes much interests in politics and has a large following.

Mr. Kirkman was married to a daughter of the late Dr. Sapp, who was well known in this section, and has a most interesting family.



RESIDENCE OF E. A. BENCINI



RESIDENCE OF LEE A. BRILES

MR. L. C. SINCLAIR

One of the most prominent as well as one of the most successful young business men of the community is Mr. L. C. Sinclair, president of the Myrtle Desk Company, the largest factory of the kind in the South.

Mr. Sinclair has been a citizen of High Point about seven years and during that time he has done much to bring success to the business in which he is engaged and make for himself a reputation of which any young man might well be proud. As president of the company he devotes all of his time, keeping in close touch with every detail of the large plant. There is no part of the business with which he is not familiar, which equipment is invaluable to him as president of the company.

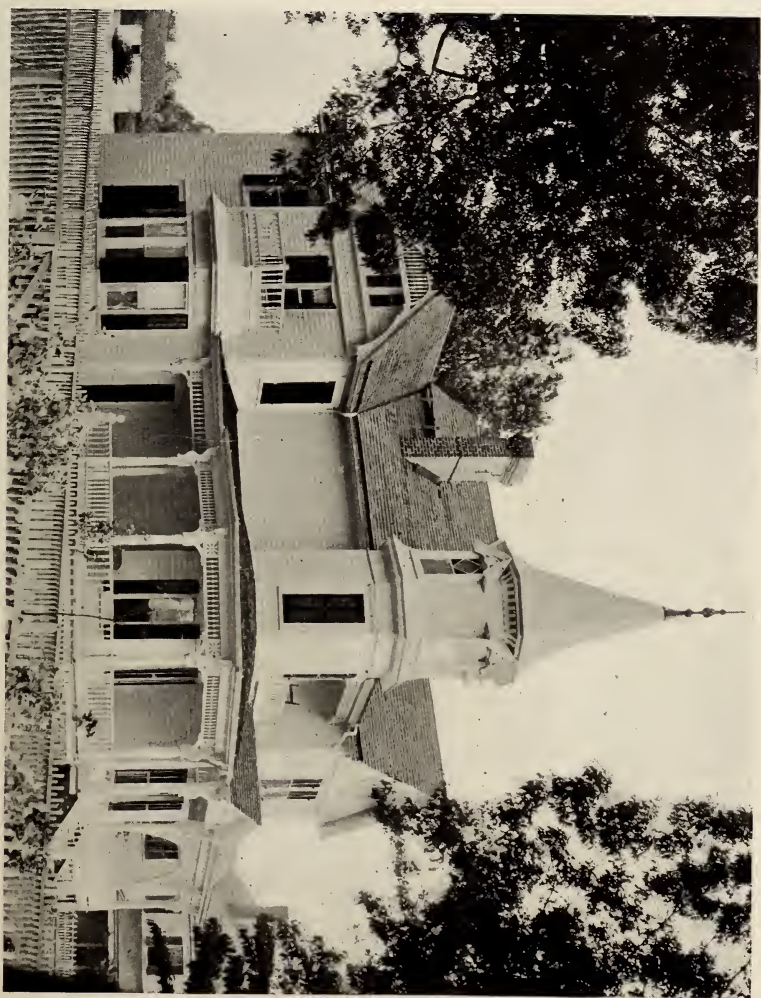
Mr. Sinclair is a son of Col. P. J. Sinclair, a prominent lawyer of Marion, N. C., who was born on the Island of Tynee, Scotland,



L. C. SINCLAIR

in 1833 and came to this country with his parents who were Presbyterian missionaries. Col. Sinclair served in the Civil war enlisting as private at Fayetteville. At the close of the war he was Lieutenant Colonel of his regiment.

Mr. L. C. Sinclair was born and reared at Marion, N. C., where the family has long held a prominent position. He was educated at the public schools of Marion, the A. & M. College and State University. He was licensed to practice law three months before coming of age and received a special certificate for proficiency in the mastery of the law course prescribed at the University. He was special council for the C. C. & O. Railway and bought most of the right of way and passed on the title to the road bed of this railroad through North Carolina. On December 19, 1905, he was married at High Point to Miss Isla M. Fraser, daughter of Mr. and Mrs. H. W. Fraser. During his residence in High Point since 1906, he has served as a member of the Board of Alderman, being chairman of the committee on Electric Lights, and on the



RESIDENCE OF L. C. SINCLAIR

School Board, serving as secretary. Mr. Sinclair is now a member of the Democratic executive committee of High Point and is known for his loyalty to pure Democracy.

Mr. Sinclair is a valuable citizen and has a bright future.

ENTERPRISE PRINTING CO.

The Enterprise Printing Co. is owned and operated by J. J. Farriss. The plant is one of the most complete in the State, operating twelve machines of a high order and makes a specialty of catalogue work, trade journals and the better class of commercial printing. From a small beginning 25 years ago the plant has grown to be one of the best, with a capacity of \$50,000 a year. In all there are 25 employees among whom are included high class, skilled mechanics, carrying a pay roll of \$10,000 a year.

The Daily Enterprise of which Mr. Farriss is the editor is conducted here. The paper has been a daily since 1904 and has maintained a policy of upbuilding the industrial interests of the community above everything else. The paper is well patronized by all



J. J. FARRISS

classes of people and has long been considered a most valuable asset to the community.

The Southern Furniture Journal of which Mr. Farriss is one-third owner is also published here. A high class trade journal known throughout the country and admired for its editorial strength and mechanical beauty.

Mr. Farriss has been at the head of the company for 25 years and has built up a business which is a credit to the community. He came to High Point direct from college and has spent the twenty-five years of his life here in labor and with much zeal for the upbuilding of the community along lines which he considered of the higher order of things pertaining to the growth of a community. Above everything else the Enterprise has always advocated the establishment of manufacturing plants as the best means of developing permanently the community. The paper has much to its credit in this particular work.



RESIDENCE OF C. L. WHEELER

HIGH POINT HOSPITAL

High Point has one of the best equipped hospitals in the State. While not as large as some, it has every facility for the work in hand and has a large patronage. It occupies a large brick building near the center of the city, suitable in every way for an up-to-date sanitorium. The hospital is under the control of Dr. J. T. Burrus and Dr. G. F. Duncan, who are responsible for its establishment under the splendid conditions under which it operates.

It represents an investment of \$15,000, has a corps of 12 trained assistants. During the past year there were 128 surgical operations with only 1 1-2 per cent mortality.



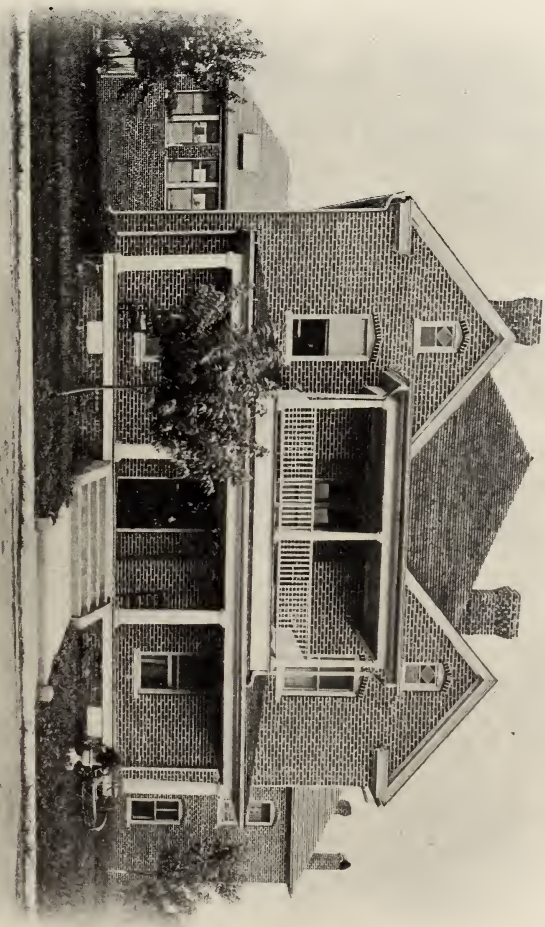
DR. J. T. BURRUS



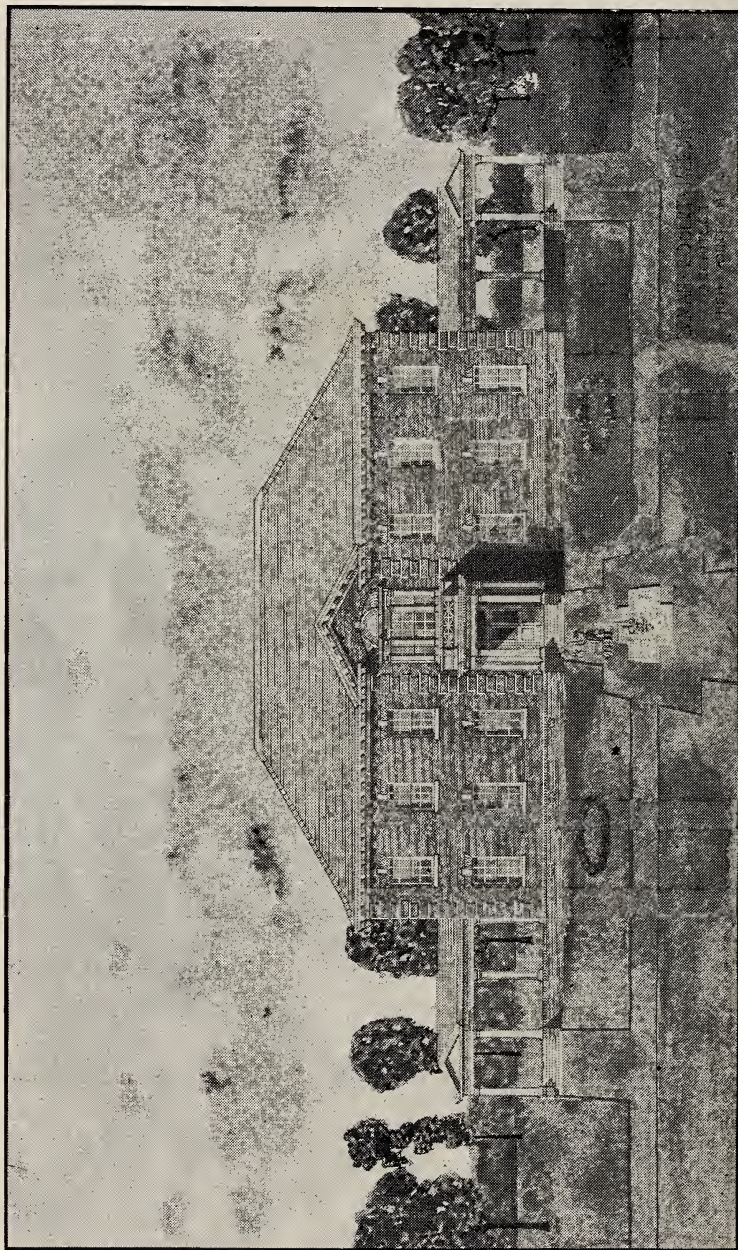
DR. G. F. DUNCAN

The operating department of the hospital is all modern equipment, tile flooring, well lighted and located, apart from the main wards so as not to disturb other patients. Already plans are being considered for other improvements in order to meet the demand. Turkish and Bohemian baths will be added, and it is the intention of those in charge to make ultimately a modern Sanitorium.

Dr. Burrus and Dr. Duncan are skilled physicians and surgeons, and are now not only giving the city first class hospital work, but are making for themselves State-wide reputations.



HIGH POINT HOSPITAL.



NORTH CAROLINA METHODIST PROTESTANT ORPHANAGE BUILDING
(Now in Course of Construction)

THE "HIGH POINT SPIRIT"



High Point has many valuable assets, but the greatest of them is the "High Point Spirit." It means town pride, covering every phase of a clean, well regulated community, co-operation by all the people in anything that will bring about development in a safe and conservative manner. If there is anything suggested for the good of the community, no matter whether it is great or small, the citizenship is invariably of one mind and much is accomplished. This spirit extends even to the children, who if they can do nothing more, assist in keeping clean, sanitary yards and playgrounds.

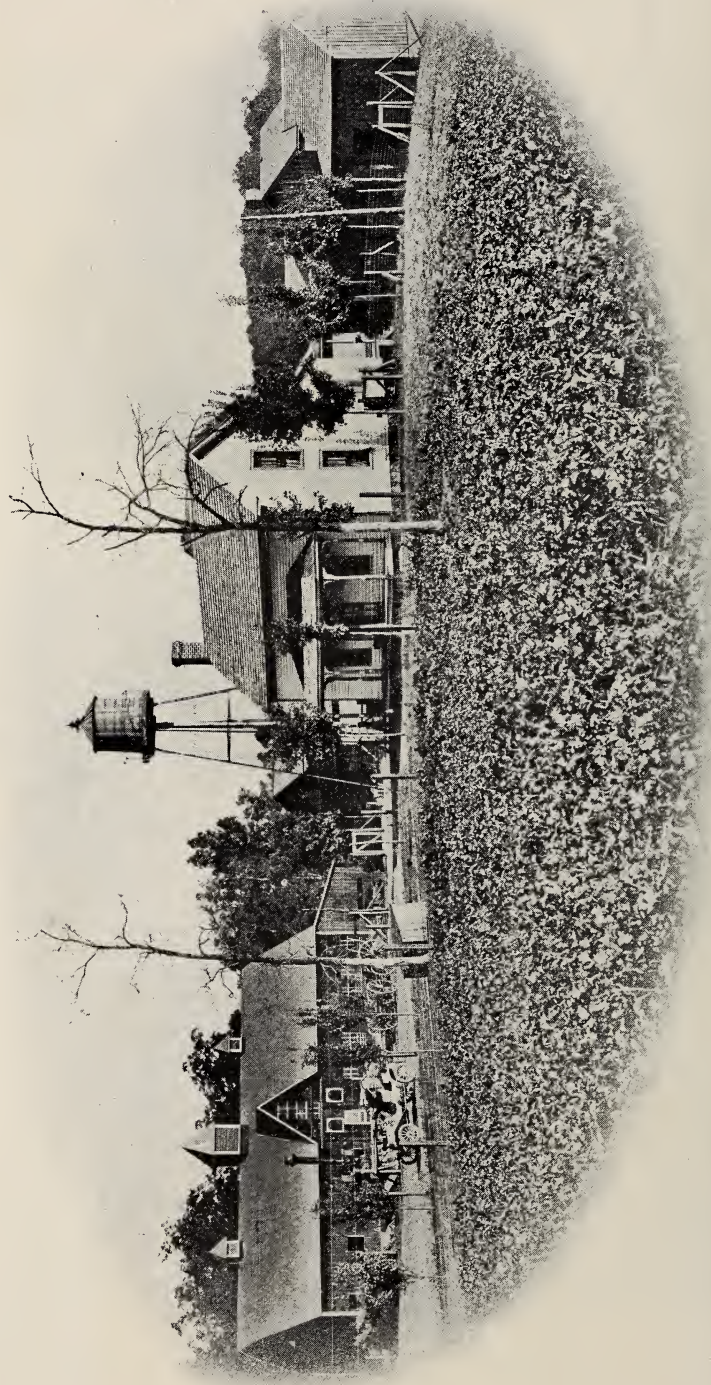
Public spirit has played no little part in the progress of the city and on gala days, and public occasions the citizens turn out en masse and manifest interest

to the smallest detail. This accounts largely for so many celebrations in the history of the town.

NORTH CAROLINA PUBLIC SERVICE CO.

One of the most useful institutions in the community and one that is doing much to develop the city is the North Carolina Public Service Co. This company is the owner of the street railway and also furnishes electric power to the city and numerous manufacturing plants. The company works in harmony with the citizens of the community to render the very best service, and there is good feeling prevailing and much good being accomplished by this mutual co-operation. The company already operates about 5 miles of street railway within the city limits and has planned for other extensions both in and out of the city. It was through the influence of this company that the city was enabled to secure another railroad, having voted on October 3rd, 1912, \$50,000 bonds to W. N. Coler & Co. for the Carolina Valley & Yadkin River Railroad, which connects with both the South-bound and probably the Norfolk-Southern. This road will be in operation not later than January 1, 1914.

In July, 1912, the North Carolina Public Service Co. installed an extensive gas plant, furnishing ample facilities to the city, giving it quite an advantage. The establishment of this plant was hailed as marking an event in the development of the city. The company has already many thousands of dollars invested here and their larger plans are to be carried out. It is only a question of a short time when their Interurban lines will be built.



FAIRACRE FARMS, OWNED BY J. ELWOOD COX

FARMING INTERESTS

No other interest in the South has grown so rapidly as that of improved farming in the last few years. As in the golden days of the West we have learned that in our soil lies our greatest resource of wealth. For years for one cause or another our people allowed themselves to become careless in the development of these resources, but the advancement has been so rapid during the past few years that now it is the all absorbing topic, land has gone up in price and the farmer who knows how is reaping a rich return for his labors. Men who have hitherto devoted all their energies to



RESIDENCE OF W. L. KIVETT

business in the towns are becoming farmers on a large scale and it is highly probable that in a few years the country will become the dwelling place of the South's most successful men, with their estates, their country mansions and their independence, far exceeding the conditions that existed in the South before the war.

The illustrations of farm scenes in this book will convey some idea of the new order of things. Right in this immediate section, the Piedmont section, special attention is given to grain, stock and trucking and the yield is very remunerative.



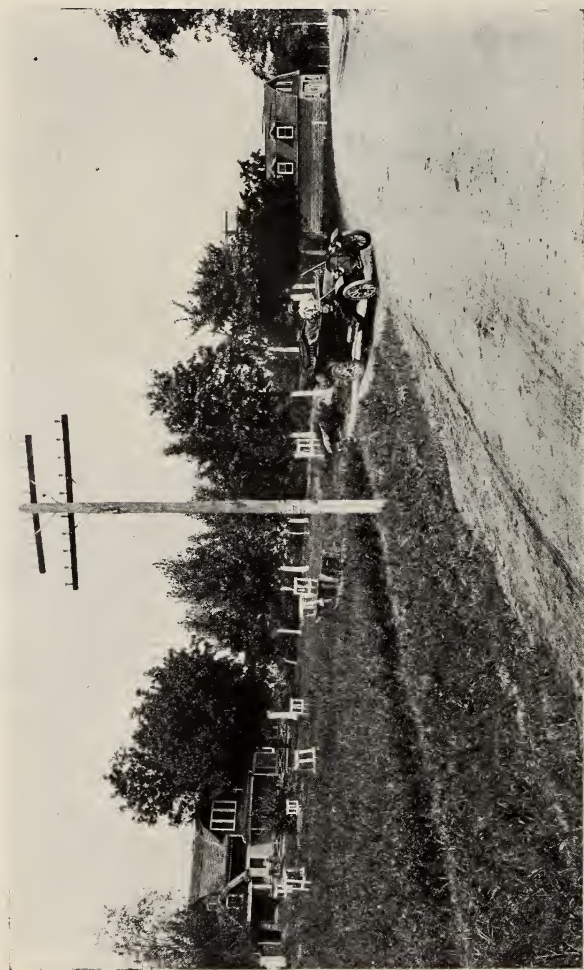
HARVEST AT W. L. KIVETT'S FARM



STOCK FARM OF GEO. T. PENNY



SUBURBAN HOME OF E. A. BENCINI



STOCK FARM AND SUBURBAN HOME OF GEO. T. PENNY



J. E. MILLIS



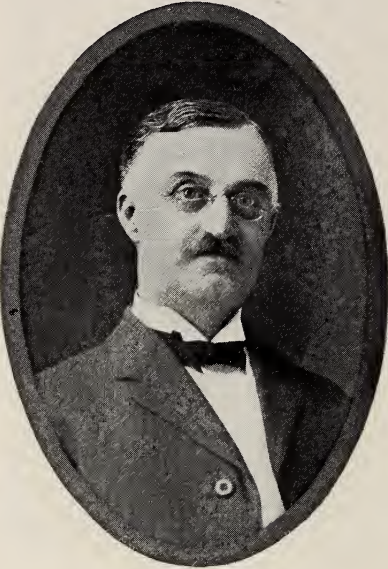
W. D. BROOKS



R. O. LINDSAY



J. V. GARRETT



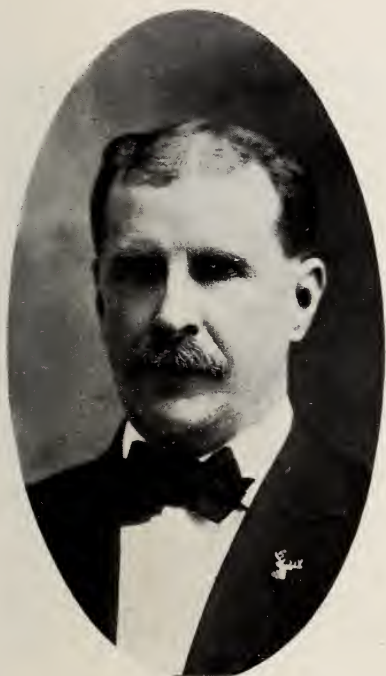
E. A. SNOW



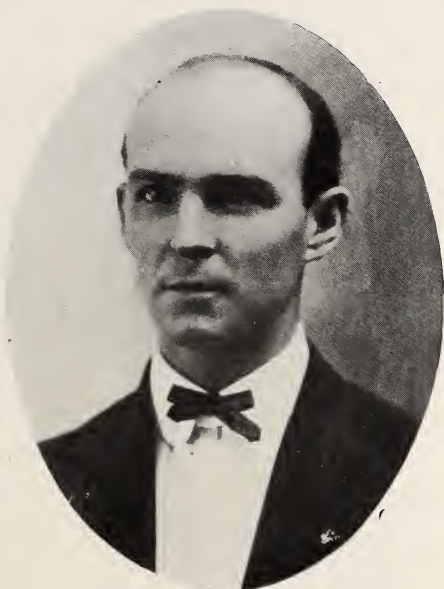
E. A. BENCINI



DR. J. A. TURNER



GEO. A. MATTON



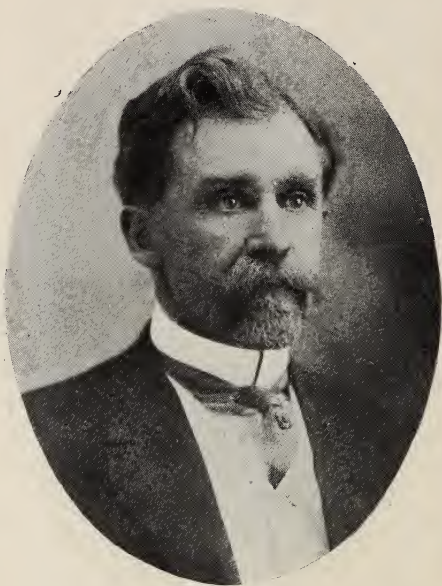
DR. W. M. M. JONES



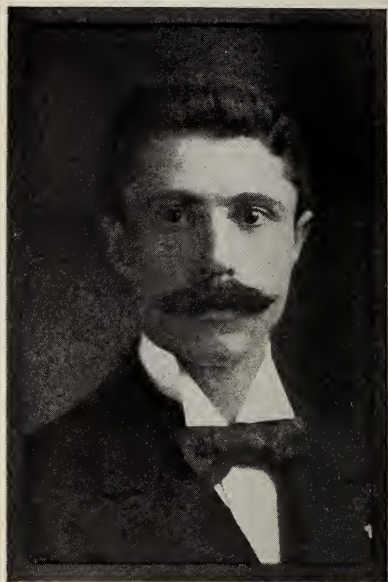
DALLAS ZOLLIFFER



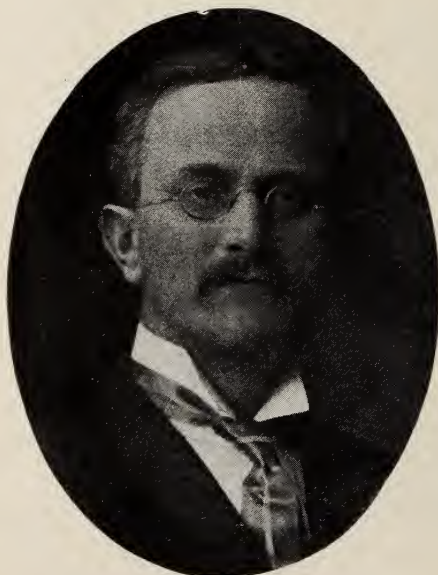
DR. F. E. PERKINS



DR. D. A. STANTON



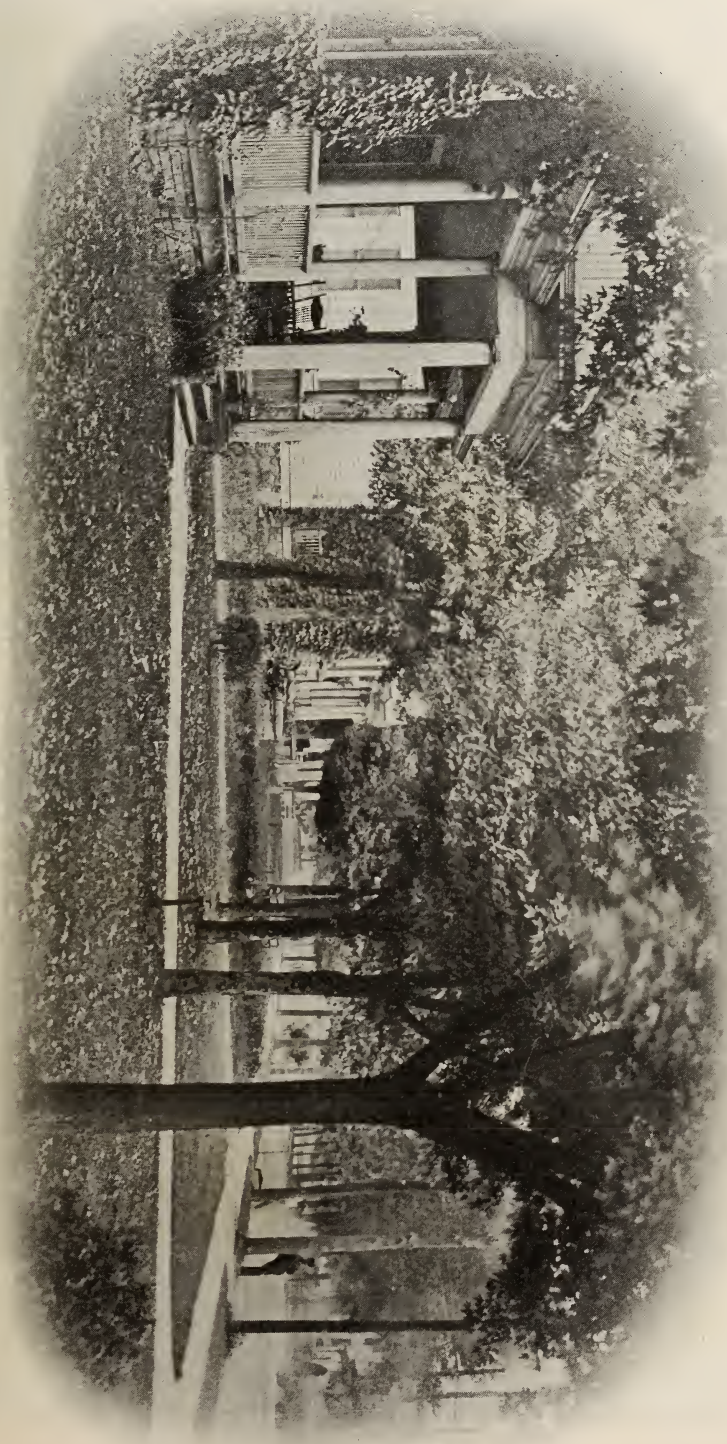
DR. C. S. GRAYSON



DR. J. R. REITZEL



DR. W. J. McANALLY



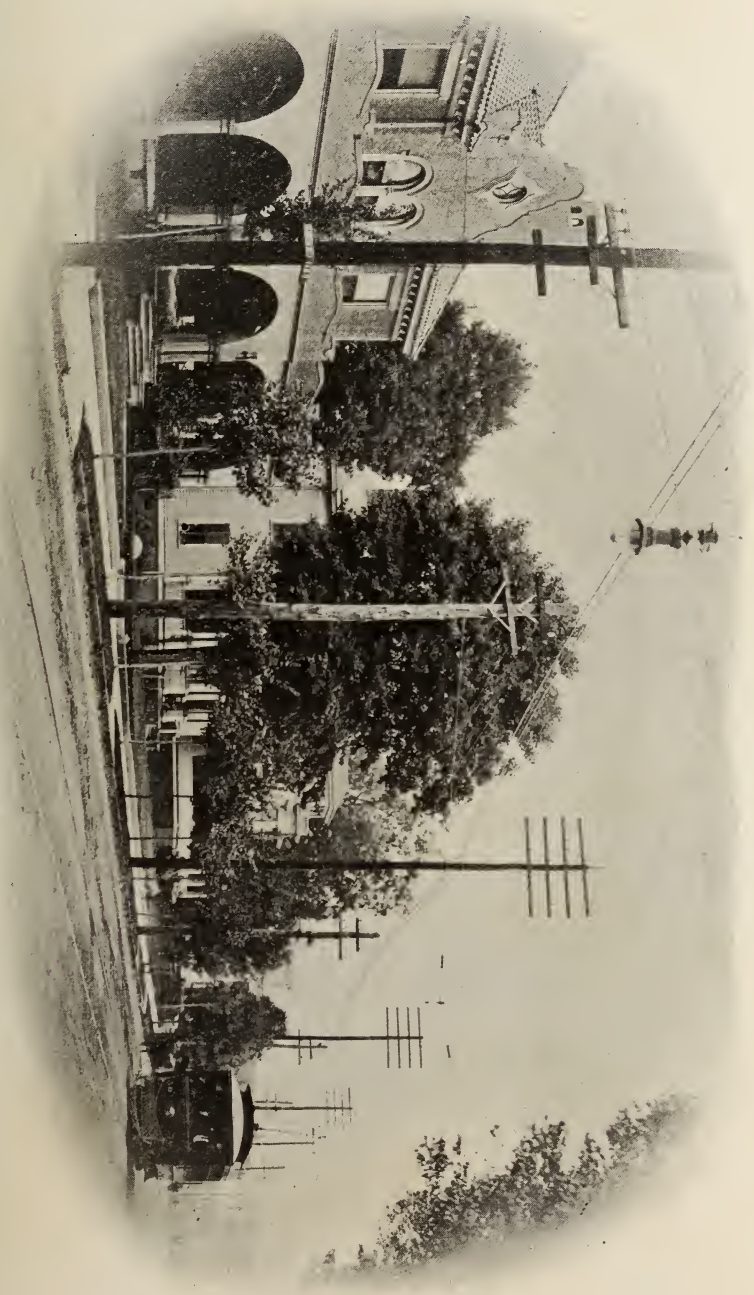
BEAUTIFUL LAWNS, ON SOUTH MAIN STREET



BELLEVUE HOTEL



THE REDDING FLATS. OWNED BY T. F. WRENN



SOUTH MAIN STREET, LOOKING NORTH FROM GREEN STREET



HOME OF NORTH SIDE HOSE COMPANY



BIRDSEYE VIEW OF HIGH POINT, LOOKING SOUTH



BIRDSEYE VIEW OF RESIDENCE SECTION, IN NORTHERN PART OF CITY



PASSENGER STATION, SOUTHERN RAILWAY



H. HARRIS & BRO. BUILDING, WASHINGTON STREET



SOUTH MAIN STREET SCHOOL AND PLAYGROUNDS



CENTER OF BUSINESS SECTION OF CITY



RESIDENCE OF J. C. WELCH



RESIDENCE OF J. H. MILLIS



RESIDENCE OF J. J. FARRISS



RESIDENCE OF FRANK S. WALL



RESIDENCE OF E. D. STEELE



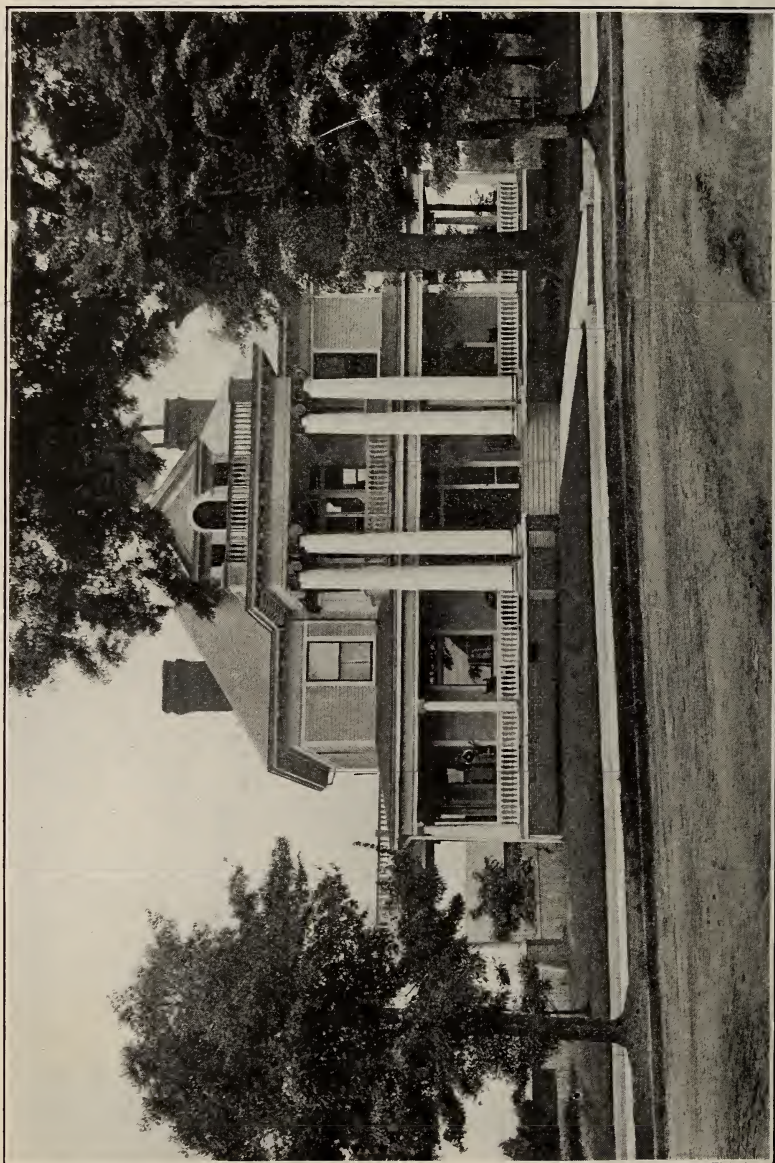
RESIDENCE OF F. M. PICKETT



RESIDENCE OF W. D. BROOKS



RESIDENCE OF J. E. MILLIS



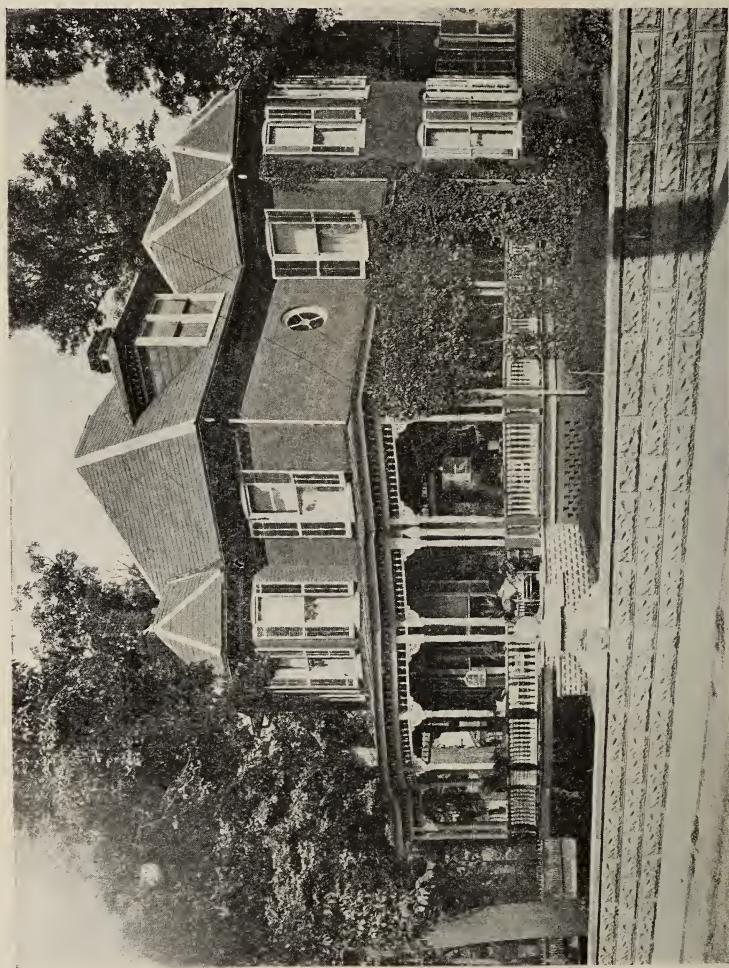
RESIDENCE OF O. E. KEARNS



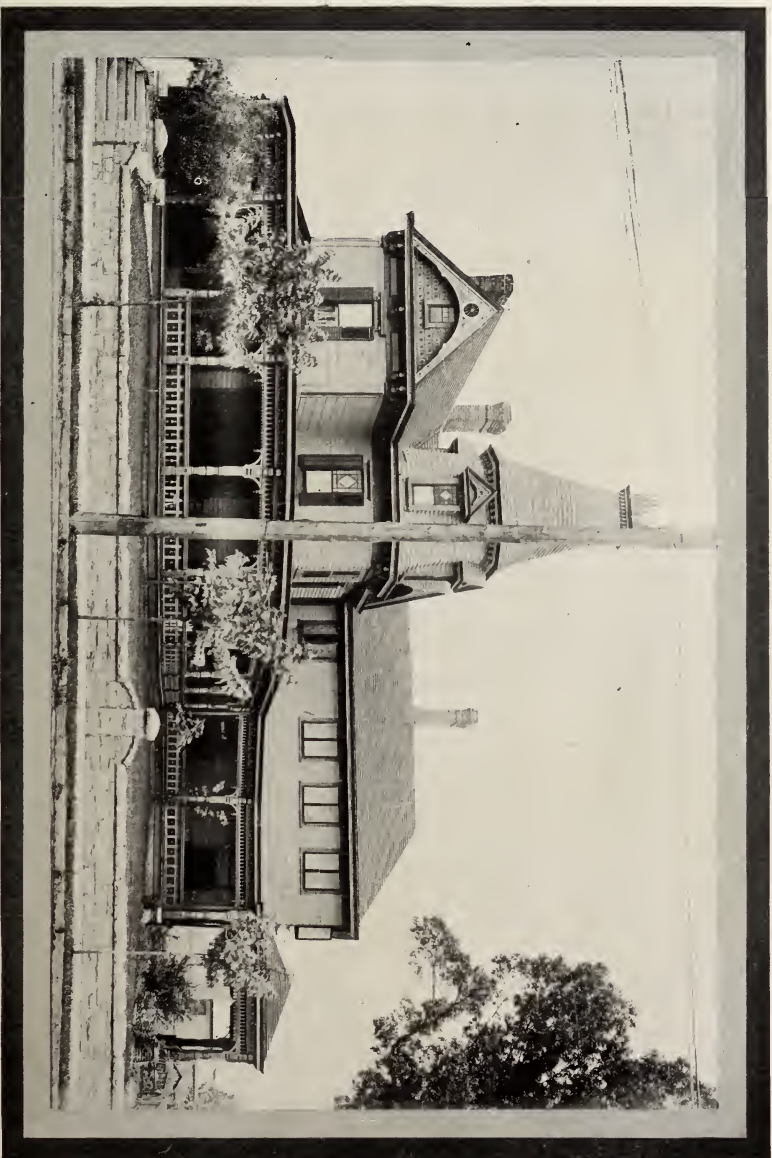
RESIDENCE OF DALLAS ZOLLICOFFER



RESIDENCE OF W. G. BURNETT



RESIDENCE OF J. HARPER JOHNSON



RESIDENCE OF E. A. SNOW



RESIDENCE OF W. J. ARMFIELD



RESIDENCE OF O. E. MENDENHALL



RESIDENCE OF DR. D. A. STANTON



RESIDENCE OF J. W. HEDRICK

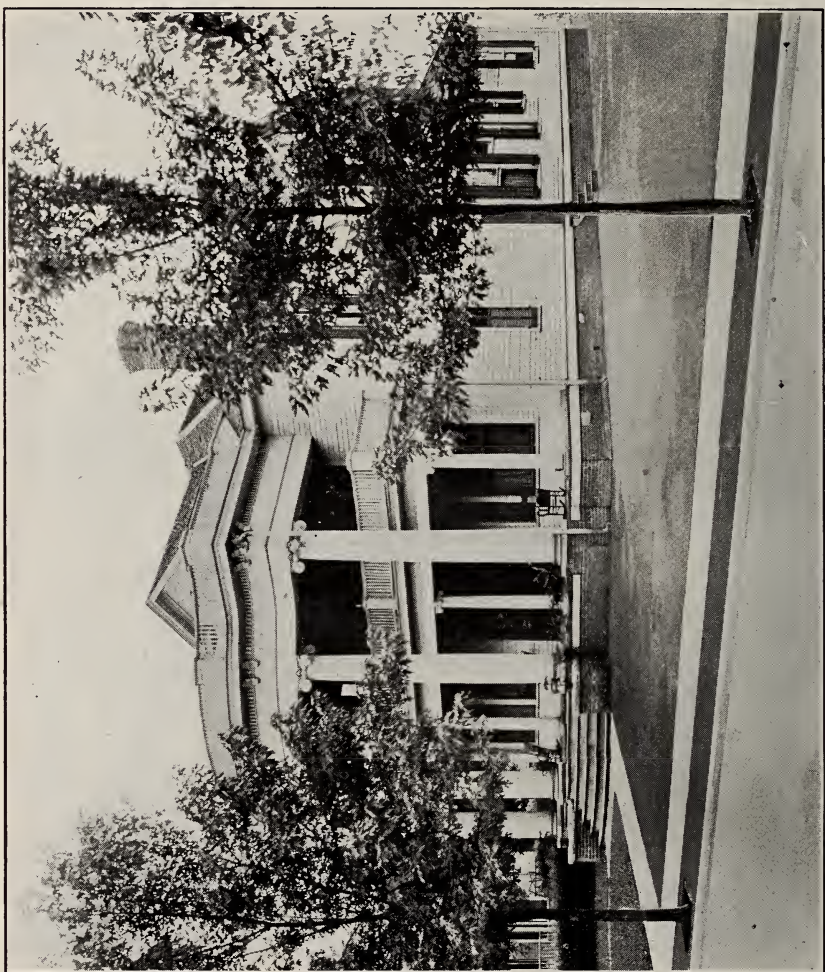


RESIDENCE OF J. F. HOFFMAN



RESIDENCE OF J. D. MANN

RESIDENCE OF J. CARL HILL





RESIDENTIAL SECTION NORTH MAIN STREET, SHOWING RESIDENCE OF F. E. CREELMAN



RESIDENCE OF W. D. BURGESS



SOUTH MAIN STREET M. E. CHURCH



WASHINGTON STREET M. E. CHURCH



METHODIST PROTESTANT CHURCH



FIRST BAPTIST CHURCH



WOMAN'S MEMORIAL LUTHERAN CHURCH



FIRST PRESBYTERIAN CHURCH



CITY TREASURER H. C. FIELD



DEPUTY SHERIFF J. L. PARRISH



CITY POLICE FORCE



HOME BANKING COMPANY BUILDING



BIRDSEYE VIEW OF HIGH POINT, LOOKING SOUTH



RESIDENCE OF MRS. J. A. LINDSAY



INTERIOR MANN DRUG COMPANY'S STORE



INTERIOR HIGH POINT HARDWARE COMPANY'S STORE



FURNITURE SHOW ROOMS



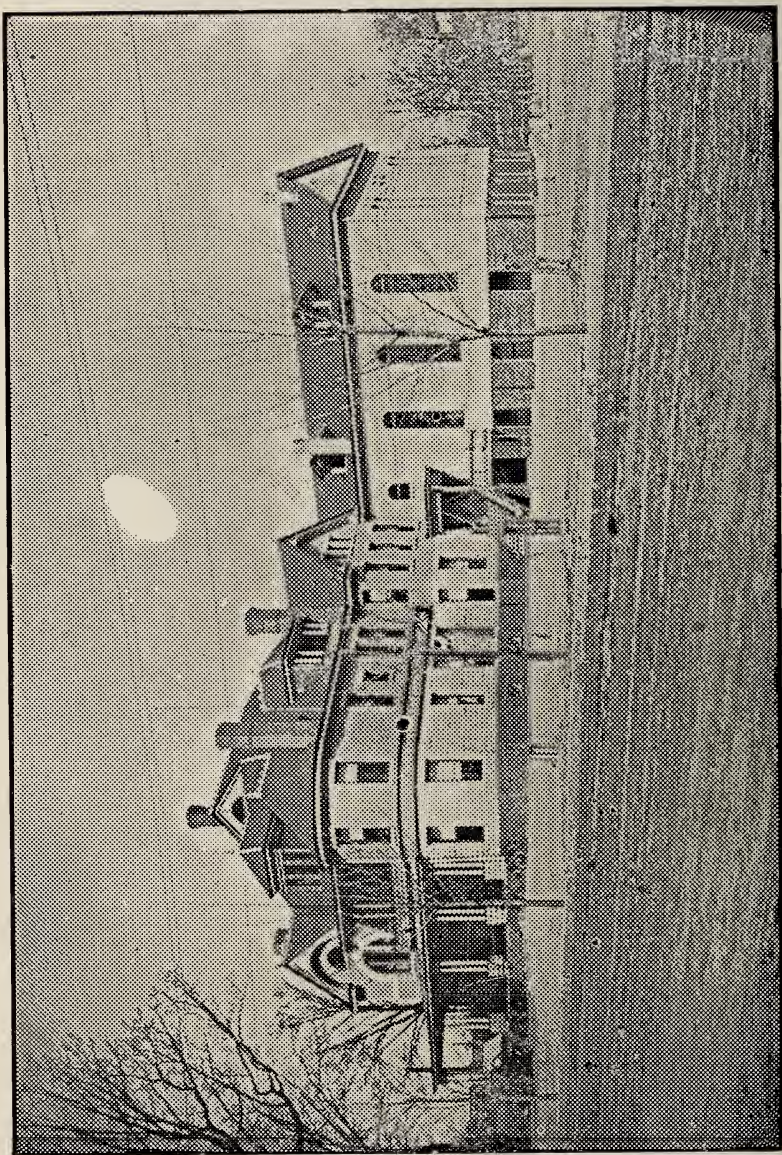
RESIDENCE OF J. H. PETTY



RESIDENCE OF GEO. A. MATTON



RESIDENCE OF O. N. RICHARDSON



SOUTH MAIN STREET GRADED SCHOOL BUILDING



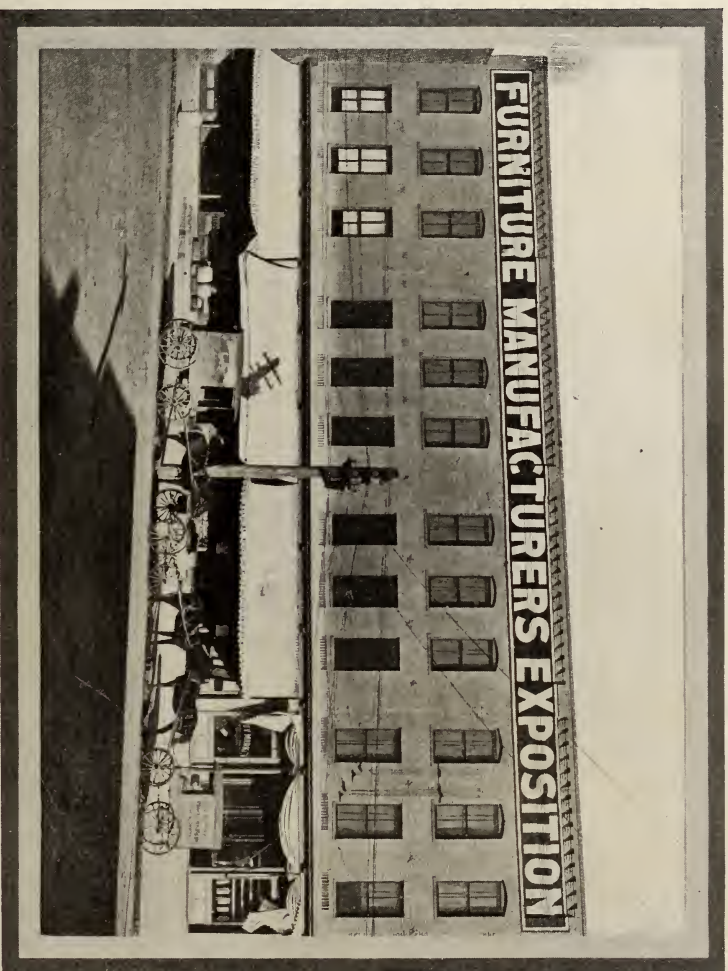
NORTH MAIN STREET



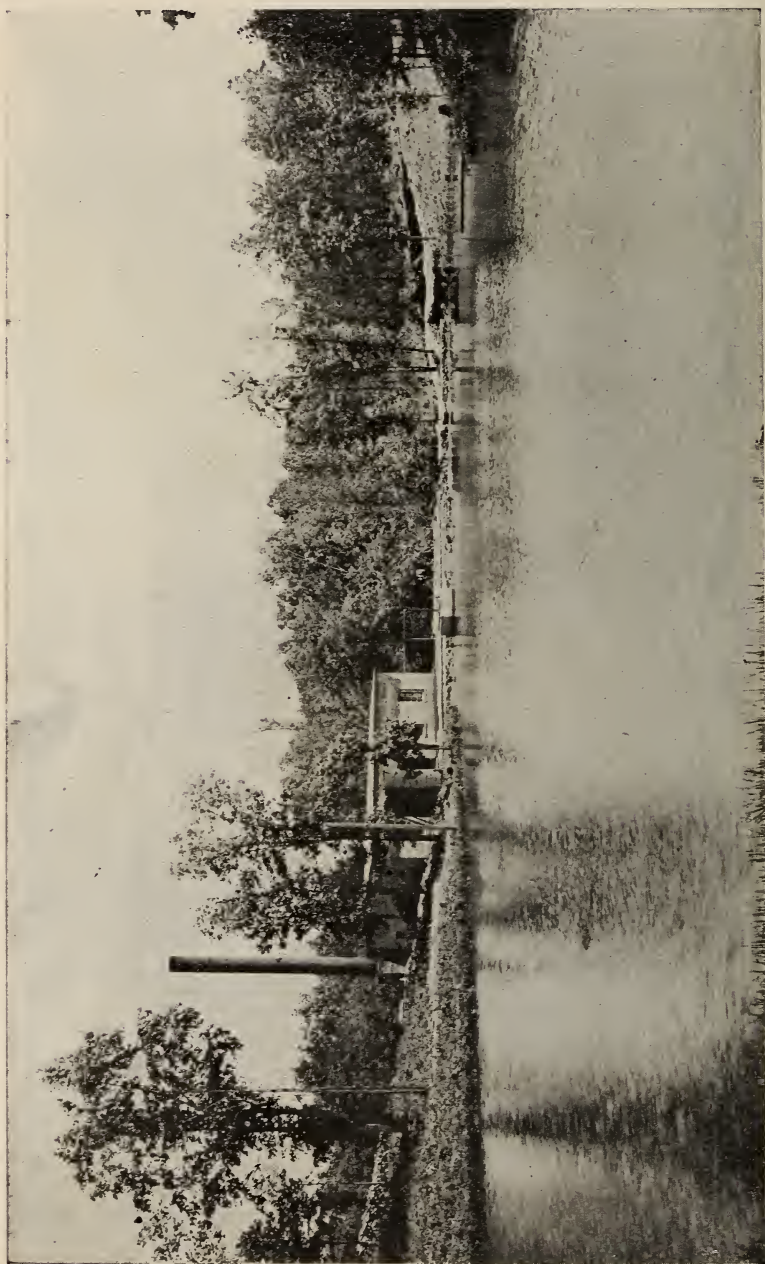
SHERROD BUILDING, COMMERCE STREET
HOME OF HIGH POINT INDUSTRIAL CLUB



STORES OF H. HARRIS & BRO.



FURNITURE MANUFACTURERS EXPOSITION BUILDING



RESERVOIR, CITY WATER WORKS



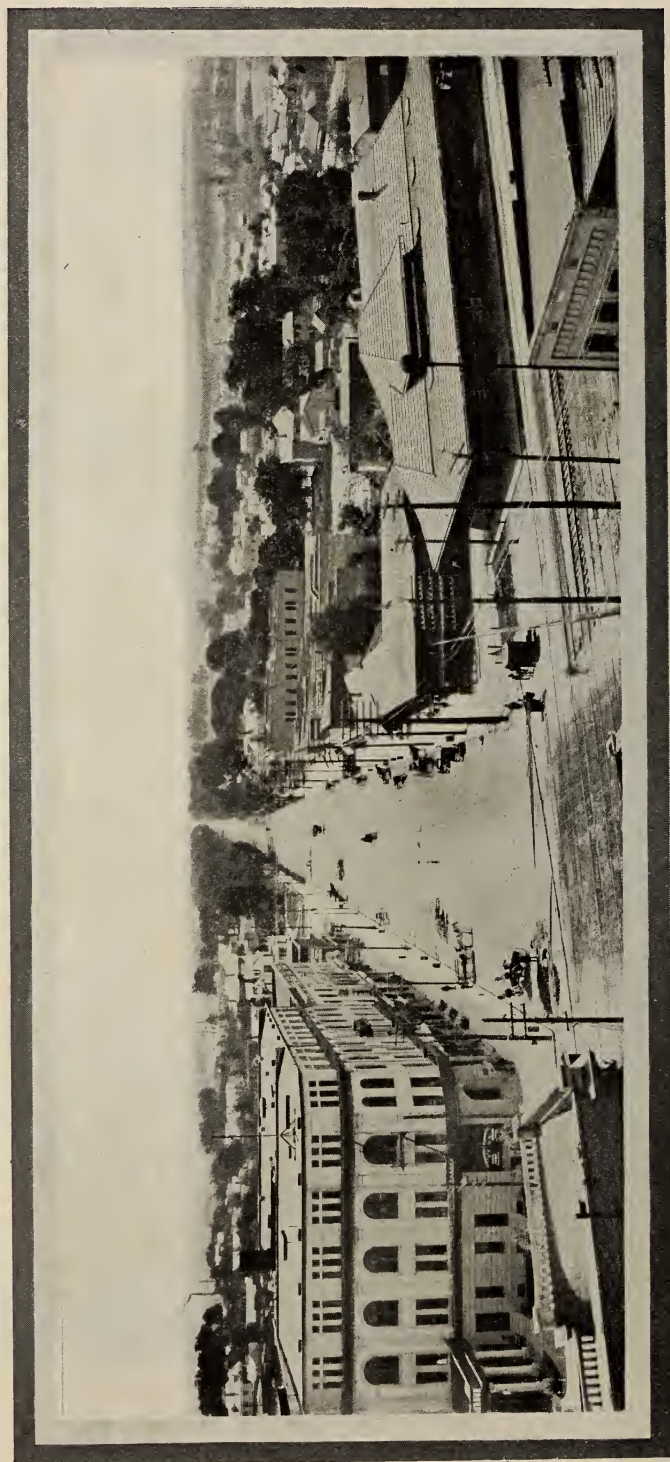
BROAD STREET, LOOKING WEST FROM MAIN STREET



THE MANUFACTURERS CLUB



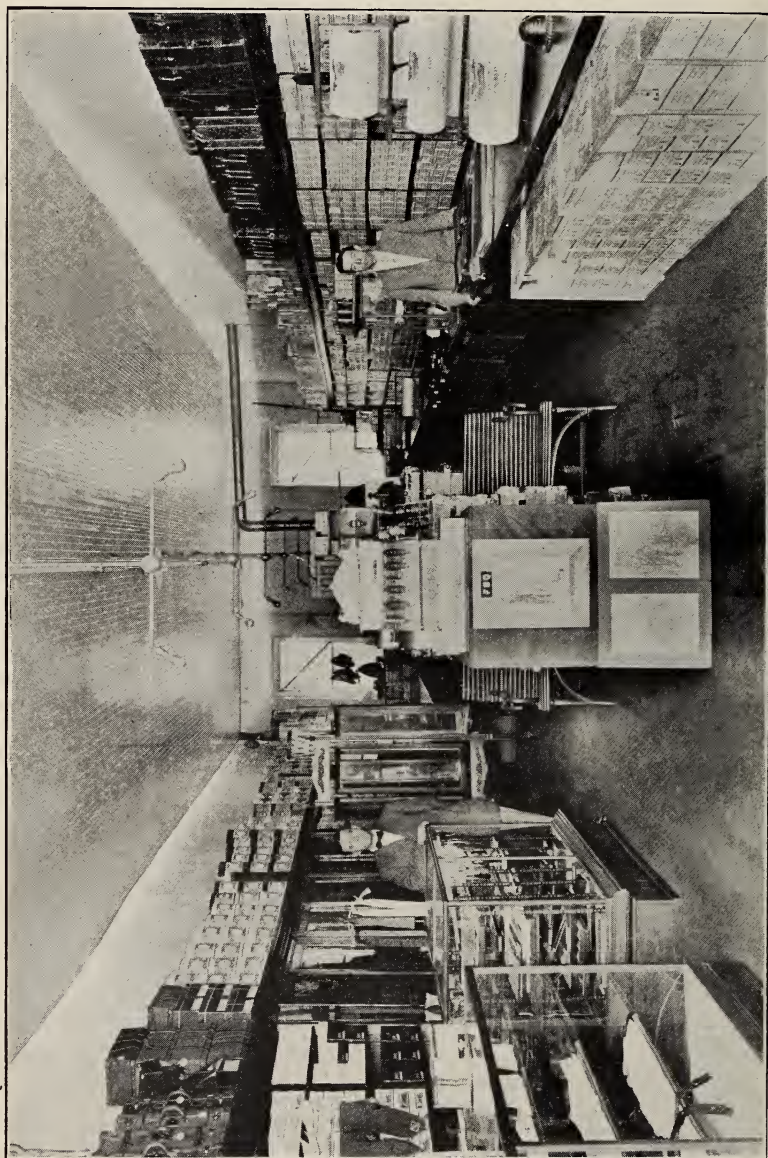
FREIGHT DEPOT, SOUTHERN RAILWAY



SOUTH MAIN STREET, LOOKING SOUTH FROM HIGH STREET



PICKETT COTTON MILLS



INTERIOR C. B. MATTOCK'S STORE



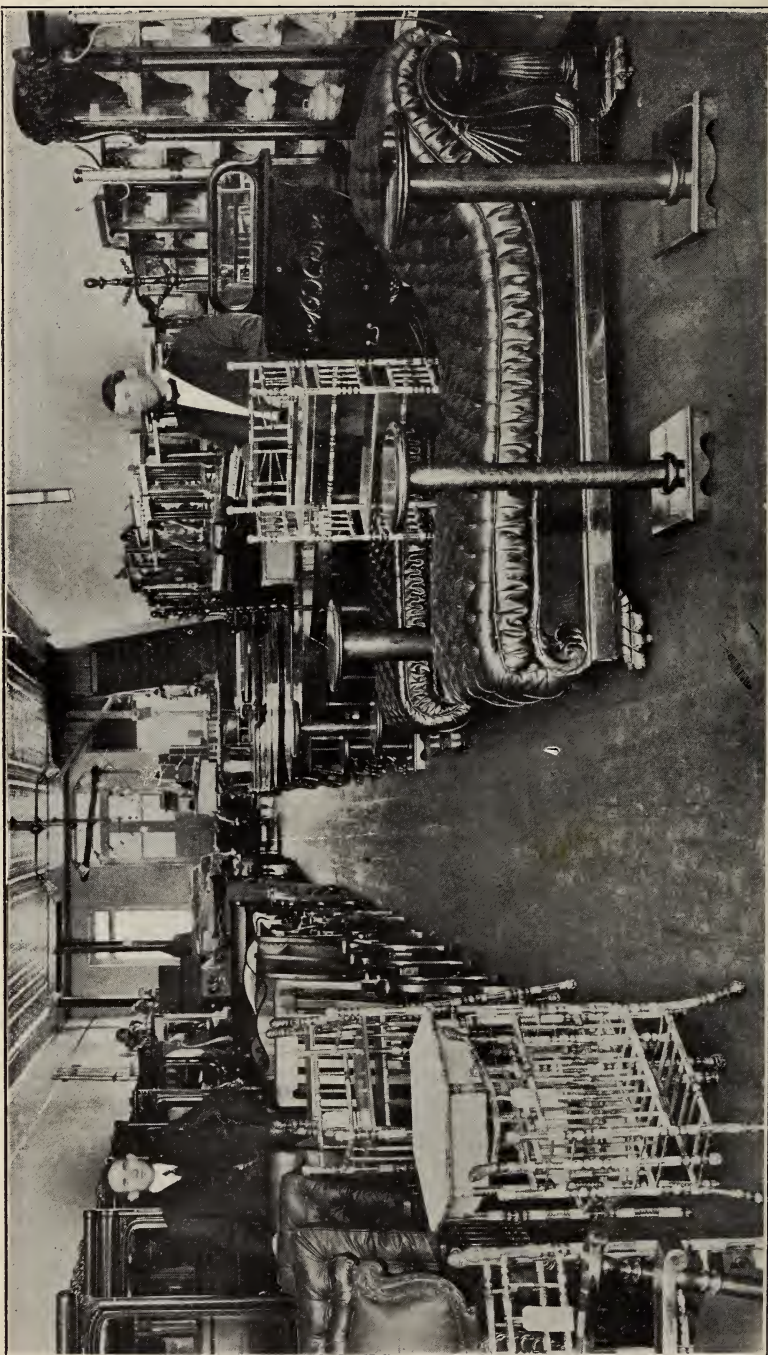
INTERIOR SICELLOFF HARDWARE COMPANY'S STORE



COMPANY "M" HIGH POINT RIFLES. CAPT. E. P. CARPENTER, COMMANDER



HIGH POINT FIRE DEPARTMENT



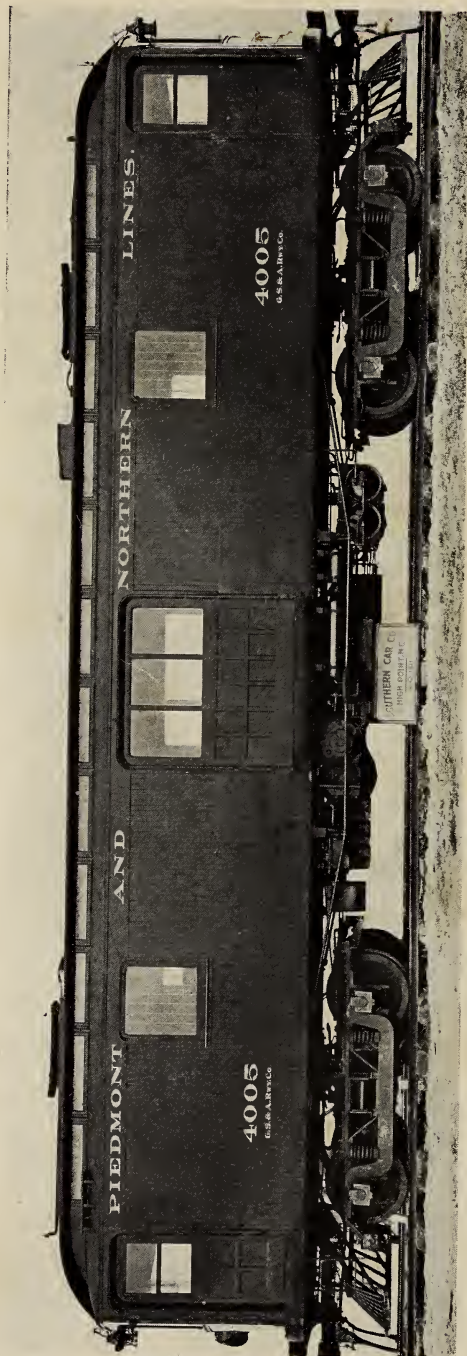
INTERIOR AMOS FURNITURE COMPANY'S STORE



BEESON HARDWARE COMPANY



THE FURNITURE EXCHANGE BUILDING



MADE IN HIGH POINT, BY SOUTHERN CAR COMPANY



